

هكذا من الأصل



FOOTBALL 42
NORWICH AND VILLA
ON THE PATH OF
EUROPEAN GLORY

infusion
s Celtic
ontinue
pursuit
f Macari

Williams
warns of
problems
in store
next season



LONDON FASHION
John Rocha's short
and sweet winner
Iain R Webb, page 9



SIMON JENKINS
Marching in step
to a new policy
Clinton and Britain, page 18



RACHEL KELLY
Secrets of the
wartime garden
Healthier mealtimes, page 19

THE TIMES

No. 64,779

WEDNESDAY OCTOBER 20 1993

'Wise Men' fear for recovery Cut rates and limit tax rise, Clarke urged

By Philip Webster,
Janet Bush
and Jill Sherman

Conservative MPs are increasingly voicing their opposition to high tax increases in the Budget as the Chancellor is advised to cut interest rates

KENNETH CLARKE received warnings from four fronts yesterday not to introduce a tough Budget next month for fear of damaging the recovery. But even as fears of big tax rises receded, John Major reinforced expectations that modest increases would have to be imposed to curb public borrowing.

The "Seven Wise Men" who advise the Chancellor said that any tax rises should be limited and offset by cuts in interest rates, advice echoed in a report by the Institute for Fiscal Studies. Mr Clarke's cabinet colleagues and Conservative backbenchers also cautioned him against big tax increases at separate meetings yesterday.

Initial plans to raise as much as £6 billion are believed to have been severely scaled down, but VAT on newspapers, reduced mortgage tax relief and a cut in the value of personal allowances are still regarded as likely as

Mr Clarke seeks to reduce a £50 billion budget deficit. Two of the Wise Men are against any action to tackle the deficit this year because of the fragility of the recovery, and all seven agreed that any increase in the tax burden on top of that already announced should be balanced by lower interest rates. The Institute of Fiscal Studies, in a report compiled with the American investment bank Goldman Sachs, offered similar advice, saying that base rates should be cut and taxes raised by no more than £1 billion.

Several cabinet ministers at yesterday's special pre-Budget session are understood to have expressed similar views, and the Tory backbench finance committee last night delivered a blunt message to the Chancellor not to take any action that could jeopardise the recovery. Mr Clarke had told them at the start of the 50-minute meeting that he would deliver a tough Budget, but gave no sign that he had made any decisions.

The Chancellor is not obliged to heed the Wise Men, but their views are representative of a growing consensus in the City and academic circles. They argue that the risks to the recovery are too substantial to justify taking more tough medicine now, and the cost of waiting "a year or so" to get the deficit down might not be great.

They voiced considerable concern about the willingness of consumers to start spending again and doubted whether the public was aware of the full extent of the increases announced by Norman Lamont last March which have yet to come into effect. "Nearly all of us would caution against anything more than a modest fiscal tightening in 1994-5 beyond that already announced," they said. "Any tightening of fiscal policy should be offset by a cut in short-term interest rates."

In spite of the Wise Men's caution over the state of the recovery, Mr Major insisted yesterday that it had "taken root". Citing forecasts from the Organisation of Economic Co-operation and Development, the International Monetary Fund and the European Commission, the prime minister told Commons question time that the evidence was becoming unmistakable.

He also rejected John Smith's call for him to drop the "foolish" plans to introduce VAT on heating bills, saying it was a vital part of the government's policy to reduce public borrowing.

In fact, Mr Clarke and Michael Portillo, chief secretary to the Treasury, are thought to be considering introducing the tax at the full rate of 17.5 per cent in April, as proposed by Mr Lamont. If that happens, ministers accept that the compensation package will have to be more generous than so far indicated.

None of the backbenchers who spoke at last night's finance committee meeting was in favour of increases in direct tax, although some suggested VAT on newspapers and magazines, while others called for a blanket rate of 8 per cent on all zero-rated items. The removal of mortgage tax relief was also widely supported.

But Treasury officials were privately warning that Tory MPs seemed to want the best of all worlds: while cautioning against tax increases, they show signs of revolt as soon as concrete spending suggestions — such as those affecting defence — are put forward.

Leading article, page 19
Wise men's call, page 25

Student cleared of rape after drunken Christmas party



Austen Donnellan with his mother, Irene, outside the Old Bailey yesterday after being unanimously acquitted of raping a fellow student

Trial lifted the lid on campus sex life

By Michael Horsnell

A UNIVERSITY student was cleared yesterday of raping a fellow undergraduate after a drunken Christmas party. Austen Donnellan, 21, was unanimously acquitted at the Old Bailey by a jury which included nine women. Their deliberations lasted only 65 minutes.

The student showed little emotion in the dock as the jury returned its verdict, but in the public gallery his mother, Irene, screamed with joy. Mr Donnellan, who graduated from King's College London with an upper second degree in history this summer, six months after the alleged incident, said: "I am very pleased and relieved. I am grateful to the jury and the judge for a very fair trial. I always believed I would be acquitted."

He thanked Earl Russell, his personal tutor, without whose support he said he might "not have had the strength to continue". Asked how he felt about the 21-year-old former convent pupil, he was alleged to have replied, he said: "I hope she passes her exams."

The woman, with whom Mr Donnellan had had a platonic relationship for months, alleged he raped her while she was in a drunken stupor in her room at a college hall of residence in Camberwell, south London, after they returned together from the party on December 5.

But the jury accepted the argument of the defence that the woman, a history and geography honours student, had made the allegation out of self-disgust that she could lose control and take to her bed a man she found sexually repellent. She had wanted the matter settled by the college's disciplinary authorities, but Mr Donnellan insisted on

informing the police, with the support of Professor Russell. Professor Russell said after the case: "I am pleased and relieved, and my faith in British justice has been confirmed. He was innocent and wanted to clear his name. He thought that only a properly qualified authority would do that."

Mr Donnellan, from Liverpool, who has done casual work since graduating, kissed his mother outside the court. She said: "I am totally thrilled, but I knew all along Austen would be acquitted and would be coming home with me tonight. I am proud of him."

Mr Donnellan said he hoped that the woman, from Southampton, who was unable to take her finals this summer because of the trauma of the case, would complete her course and graduate. The son of an engraver, Mr Donnellan went to the local

fee-paying St Edward's College, where he passed 10 GCSEs and 4 A-levels. During the vacations he helped his mother care for his 50-year-old father, a victim of multiple sclerosis, and commanded the affection of his peers in Liverpool and at King's College, where he began his degree course in history in 1990.

His father, Michael, said last night his family had not at first told him of the case, to protect him. Referring to the allegations made against his

son, he said: "It's the worst thing a woman can do." The seven-day trial exposed student morals, with tales of drunken parties, French kissing and "pulling joints", subjecting campus love lives to public cross-examination.

Mr Donnellan and the woman had been seeing each other up to three nights a week. They met when she was the girlfriend of one of his friends.

Student gambled, page 3
Leading article, page 19

Kasparov retains world title

By Ian Murray

GARRY Kasparov retained his world title last night by comfortably holding Nigel Short to a draw in the 19th game of The Times World Chess Championship. By scoring 12 points in the 24-game match he made it impossible for his British challenger to catch him.

By drawing after 26 moves Short took his score to seven, but he would need to win all five remaining games to split the £1.7 million prize money. A victory or draw for Kasparov tomorrow would win him the championship outright and with it £1m. Short will receive nearly £700,000.

Though soundly beaten, the British player improved as he got more used to the champion's play, and has held his own since the ninth game. Kasparov said he felt emotionally exhausted after that game, which coincided with the crisis between Boris Yeltsin and the Russian Parliament.

Title clinched, page 10
Winning Move, page 48



Protesters swear at Queen in Cyprus

From Michael Theodorou in Nicosia

A SMALL but furious crowd of Greek Cypriot protesters screamed and swore at the Queen yesterday as she collected a ceremonial golden key to Nicosia from their city's mayor, Lellos Demetriades.

"Go back to your palace. We don't want you here. British bases out of Cyprus," chanted the protesters, who also drowned out a small gathering of Cypriot and British well-wishers.

Some protesters screamed abuse at Mr Demetriades. "Go back to your village, you traitor," shrieked one middle-aged woman.

Ignoring the protests outside, the Queen, in a blue-and-white floral dress, smiled throughout the 20-minute ceremony inside the city's Famagusta Gate. "Oh, thank you, what a nice gesture," she said as Mr Demetriades presented her with the key. The Duke of

Edinburgh and Douglas Hurd, the foreign secretary, who accompanied the Queen, also appeared unmoved.

Several demonstrators were arrested before her arrival and there was also a bomb threat against British targets built during colonial times. The threat, from an anonymous caller claiming to speak on behalf of "the uncompromising Greeks of Cyprus", was not taken seriously.

Carrying Greek flags, the protesters sang nationalist songs and chanted "Eoka", the name of the underground organisation which fought against British rule in the 1950s. Earlier, police used tear gas to disperse dozens of schoolchildren who tried to block the road. More protests. Continued on page 2, col 5

Michael Binyon, page 18
Photograph, page 24

25 years for IRA bomber

By Stewart Trender
Crime Correspondent

AN IRA bomber was jailed for 25 years at the Old Bailey yesterday for having planned the largest bomb ever seen on the British mainland.

Patrick Kelly, 41, from Ballybrittas, co. Laois, in the Irish Republic, drove a lorry packed with a 3.2-ton bomb. The bomb, discovered by a police patrol, might have been aimed at the Lord Mayor's Show in the City of London, attended by the Princess Royal. Kelly was arrested after a police officer was shot twice as he tried to stop the bombers. Yesterday Mr Justice Leonard praised PC Ray Hall, 37, for his courage and said he had acted in the best traditions of the police.

The judge told Kelly: "The bomb would have caused enormous damage... and more importantly would have killed or seriously maimed anyone in the vicinity."

He added: "Because you were the driver... I am prepared to presume you were not in command. Nevertheless your responsibility was enormous." He said that although Kelly did not fire the shots at PC Hall, he was a party to the plot.

Foiled attack, page 4

Britain joins in Haiti blockade

By Michael Evans and Ian Brodie in Washington

THE Royal Navy joined the blockade of Haiti yesterday with the dispatch of a frigate, HMS Active, to the Caribbean island as the United Nations arms and petrol embargo was implemented.

HMS Active, a Type 21 Amazon class frigate, is currently the West Indies' guardship, patrolling close to Belize and helping US Customs in thwarting drug runners working the Caribbean routes in speedboats.

The frigate, one of six Amazon-class ships which have been sold to Pakistan, will join six US warships and three Canadian ships enforcing the embargo. A French frigate is also on the way, and yesterday the Dutch government said it had agreed in principle to send a ship.

The Ministry of Defence said HMS Active would take part in the blockade only until Saturday, and would then return to the West Indies. There are no plans at this stage to replace HMS Active once she leaves Haiti.

The frigate has an automatic rapid-fire 4.5in gun, SeaCat close-range missiles, Exocet surface-to-surface missiles and a Lynx helicopter.

The UN embargo was imposed to compel the Haitian

army commander, Lieutenant General Raoul Cedras, to keep to an accord he signed to allow the exiled President Jean-Bertrand Aristide to return to office on October 30.

In Washington, President Clinton wrote to the Senate expressing "grave concern" over amendments proposed by Robert Dole, the Republican leader and other senators to restrict his freedom to send Americans to fight abroad.

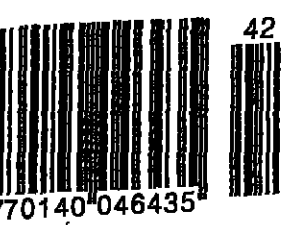
He also decided to pull out the US army Ranger force from Somalia. The withdrawal of the 600 Rangers confirmed that American policy had switched from insisting down the warlord Muhammad Barrah Aidi in favour of a political settlement.

White House officials denied that the pullout was either part of a deal worked out between Robert Oakley, the US envoy in Mogadishu, and General Aidi, or linked to the release of Michael Durant, the US helicopter pilot captured by the Aidi faction. "This is a confidence-building move," Dee Dee Myers, President Clinton's spokeswoman, said.

Deal denied, page 14
Simon Jenkins, page 18
Leading article, page 19

INDEX	
Arts	35-37
Births, marriages, deaths	20
Court and Social	20
Crossword	24
Law Report	42
Leading articles	19
Media	22-23
Obituaries	21
Weather	24
TV & Radio	47

Buying The Times overseas
Australia \$12.00
Belgium 250
Canada \$12.00
Cyprus £1.00
Denmark 120.00
France 120.00
Germany DM 4.00
Gibraltar 80p
Ireland £1.00
Italy 1.300
Japan ¥1,300
Luxembourg 120.00
Malta £1.00
Morocco 225.00
Norway 16.00
Portugal 225.00
Spain 16.00
Sweden 17.00
Switzerland 25.00
Tunisia 2.00
USA \$3.00



770140 046435

Rifkind told that planned cuts will mean fewer ships and squadrons

Forces chiefs prepare to take case to the top

By MICHAEL EVANS, DEFENCE CORRESPONDENT

THE heads of the three armed services are preparing to seek a meeting with the prime minister if the Treasury wins its argument to reduce defence spending by £1 billion in each of the next three years.

The chiefs have already warned Malcolm Rifkind, the defence secretary, that a cut-back of £3 billion could mean wholesale cancellation of equipment projects, closure of bases and further reductions in ships and squadrons.

Admiral Sir Benjamin Bathurst, General Sir Peter Inge and Air Chief Marshal Sir Michael Graydon — who is currently on holiday — are reported to be waiting to see how negotiations with the Treasury ministers are resolved before taking any further action.

The service chiefs have the right to seek an audience with the prime minister, although in the past they have seldom exercised it. By tradition, the defence secretary accompanies them but merely sits and listens while they air their grievances.

The scale of the cuts being demanded by the Treasury has hit the defence ministry only in the past few days. To make matters worse, Treasury officials are also insisting that last autumn's £1 billion cut-back has not yet been met. So there is disagreement between the ministry and the Treasury over the baseline from which to impose the new cuts of £1 billion for each of the next three years. Some officials said the Treasury baseline was £400 million lower than the ministry's.

If the full Treasury demand is implemented, the navy would appear to be the target for the biggest cuts, with more than £1.5 billion to be shaved off spending in three years.

Large cuts in the RAF could mean closing one of the two remaining bases in Germany, scrapping the two Jaguar

squadrons or delaying funding for the four-nation Eurofighter 2000 programme.

The status of the negotiations between the defence ministry and the Treasury is being kept secret. Only one defence ministry official, Roger Jackling, deputy under-secretary for resources and programmes, is involved. Mr Rifkind is responsible for dealing with the Treasury ministers, Kenneth Clarke, the Chancellor, and Michael Portillo, chief secretary.

One piece of good news for the defence industry was an announcement yesterday that Royal Ordnance has been awarded a £200 million amendment order for the British Army. The contract was one of many which had been affected by an unofficial moratorium imposed by the Treasury during negotiations over public expenditure.

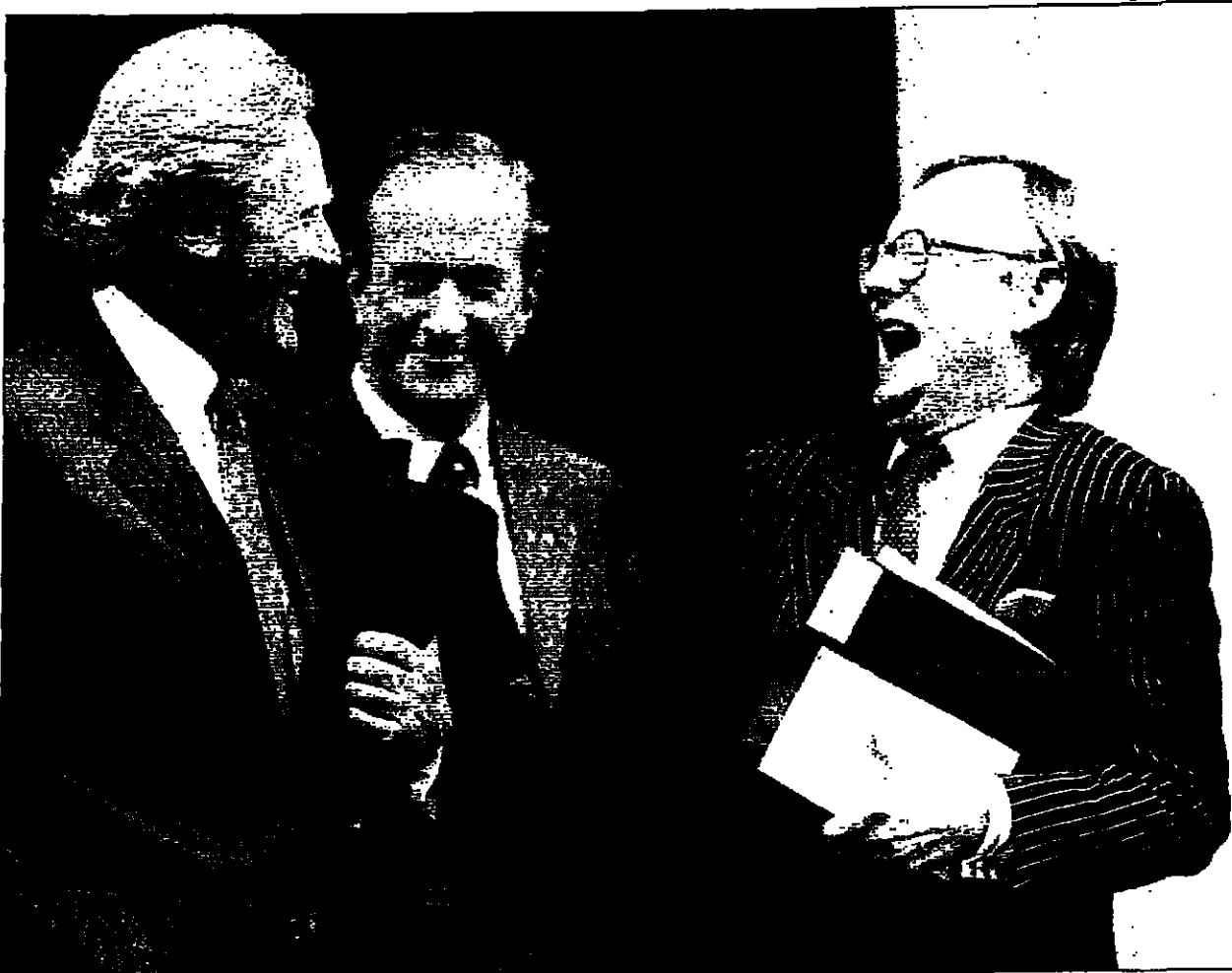
The British Aerospace subsidiary fought off tough international competition to win the contract for a five-year package of ammunition manufacture.

BAC sent a series of warnings to Downing Street, the defence ministry and other government departments, stressing that orders delayed since April were desperately required.

The Treasury insisted that no defence contracts could be placed until the budget at the end of November. However, with personnel earmarked for the work standing idle at Royal Ordnance factories, a decision was taken to lift the freeze in their case.

The contract includes orders for 5.56mm and 7.62mm small arms ammunition, 30mm Raven cannon shells, 4.5in naval gun shells, tank training ammunition and 155mm artillery training rounds.

Wrens scrapped, page 11
Simon Jenkins and Diary, page 18



Michael Heseltine, David Hunt and John Gummer leave 10 Downing Street after yesterday's cabinet meeting

Thatcher's television series accuses Major of lacking political instinct

By NICHOLAS WOOD, CHIEF POLITICAL CORRESPONDENT

BARONESS Thatcher yesterday raised fresh doubts over John Major's leadership by accusing him of lacking a "political instinct" for the hopes and fears of the British people.

She also highlighted her anguish over the circumstances of her fall from power three years ago by accusing her cabinet of "treachery with a smile on its face", a charge vehemently denied by Kenneth Clarke.

Her remarks, in a four-part BBC television series starting tonight, will place fresh strain on the fragile truce with her successor after his right-wing address at the Tory conference in Blackpool.

Lady Thatcher has hailed that performance as marking a return to the true path of Conservatism. But her comments in *Thatcher: The*

Downing Street Years confirm that her backing for Mr Major remains provisional.

In her memoirs, Lady Thatcher detected an "India rubber" feel to Mr Major and a tendency to drift with the intellectual tide. In the BBC series she expands on this theme, revealing that at the very moment she thrust Mr Major forward in the leadership battle, she had her doubts as to whether he was equal to the task. She says "he came up very quickly and there were several years of experience missing".

In the programme, she says: "If you don't have a really great intellectual background, you can acquire that, but what is important is that you require a political instinct for what the people think. You could not help liking John, but that's quite different from

having a political instinct." The first programme, to be screened tonight, chronicles Lady Thatcher's early battles with the "wets" over her tough economic policies and her conflict with the establishment.

Her comments, more outspoken about Europe and the Foreign Office than she ever was in power, are intercut with withering and sometimes hilarious criticism of her style and policies from Lords Prior, Pym and Gilmour, all members of her first cabinet.

Lord Gilmour dismisses her as "fevered and very often irrational". Lord Pym says she was "a real intellectual, but she was not a real politician". Lord Prior recalls her as being "dictatorial and tapping her pencil at cabinet".

Of her ministers, Lady Thatcher says: "They had that biblical weakness — some of them — vanity, vanity, all is vanity."

Lady Thatcher reveals her almost visceral contempt for consensus, the Foreign Office and Brussels. People who searched for consensus, the Tory grandees and their acolytes in Whitehall, were "quillings and traitors".

She denounces the Foreign Office's approach to Europe as "a little bit of appeasement is a very good thing". She also portrays Britons as morally superior to their Continental neighbours.

"There is a great strand of equity and fairness in the British people. That is our characteristic. There is not a strand of equity and fairness in Europe, because they are out to get as much as they can. That is one of those enormous differences."

Redwood apology for Welsh blunders

By BILL FROST AND JONATHAN PRYNN

THE Welsh Development Agency has taken disciplinary action against three senior executives in the wake of a report which criticised it for poor financial discipline, mismanagement and internal feuding.

The all-party Commons public accounts committee reported in July that the agency, which was set up to attract business to Wales and spends £60 million of public money every year, was out of control. Among other blunders, it spent £1.4 million more than necessary on redundancy payments and hired a convicted fraudster as its marketing director.

As a result of the report Michael Henry, executive director of corporate services, is leaving the agency immediately. Ian Rooks, formerly executive director of marketing, has been demoted to the post of director of Welsh Development International. Alun Daniel, now director of rural

initiatives, has been reprimanded. Philip Head, the agency's £71,000-a-year chief executive, unexpectedly resigned on Monday.

In a Commons statement on the agency John Redwood, the Welsh secretary, apologised to MPs for the "irregularities" and said he hoped a line would be drawn under the problems to give the new team "a chance to show their worth and show that they, too, are winning for Wales".

David Rowe-Beddoe, who took over as chairman on July 1 and set up an independent panel to investigate the MPs' criticisms, yesterday said: "This has been a painful and unfortunate chapter in the agency's history."

In the Commons, Welsh MPs attacked Mr Redwood for the Welsh Office's failure to detect irregularities and for the appointment of "toadies, acolytes and placemen of the Conservative party" to senior positions on Welsh quangos.

Protesters swear at Queen in Cyprus

Continued from page 1

are expected today against Mr Hurd when he holds a working lunch with President Clerides and Rafi Denktas, the Turkish Cypriot leader. Many political leaders accuse Britain of pursuing pro-Turkish policies that are prolonging the division of the island.

Mr Demetriades alluded to the division in his speech: "We have been wronged, Your Majesty. As a city, we are holding the unenviable title of the last divided capital in the world. Our people are still refugees in their own country. We appeal to the Commonwealth to undo the wrong

done to us." The protests were threatening to overshadow the message that the Cyprus government hopes to convey during the summit: the continuing occupation of nearly 40 per cent of a Commonwealth member by 30,000 Turkish troops.

Scores of black balloons carrying black flags were released over the centre of Nicosia as the royal motorcade arrived from Larnaca where the Queen and the Duke spent the night on the Royal yacht *Britannia*.

Naval visit: The Duke will spend 36 hours visiting HMS *London* stationed off former Yugoslavia this morning. A Buckingham Palace official said. The visit will include a briefing before he returns for a banquet for Commonwealth heads of government on the *Britannia* tomorrow.

Michael Binyon, page 18
Photograph, page 24

CORRECTION

Miss N Bayoumi was among those who passed the Law Society examinations: her name was given incorrectly in the list published recently.

NEWS IN BRIEF

GPs authorised to ban violent patients

Family doctors will be able to remove violent and abusive patients from their lists under reforms agreed by Virginia Bottomley, the health secretary. At the moment GPs have to wait seven days before they can strike off a problem patient. They often have to continue treating people who have subjected them to vicious physical or verbal attacks.

Under the new arrangements doctors will be able to cease immediately all contact with a patient who has assaulted them or a member of their staff. The unwanted patients will be reallocated to other GPs. Although the risk of renewed attacks remains, Mrs Bottomley and the British Medical Association agree that instant expulsion is likely to have a salutary effect and that doctors must be spared the ordeal of seeing people who attacked them. Violence by patients has become a major problem in London, where up to 40 per cent of doctors were attacked or threatened last year.

Child killer murdered

Medical and laboratory tests have confirmed that Leslie Bailey, the paedophile killer serving two life sentences, was murdered in his cell, Cambridgeshire police said. An inquest into Bailey's death was opened and adjourned yesterday in Wisbech. David Morris, the coroner, was told the cause of death was strangulation by ligature. Bailey was found strangled in his cell at Whitchurch prison earlier this month but police were unsure whether it was suicide. He was serving sentences for his part in the deaths of Barry Lewis, 6, Jason Swift, 14, and Mark Tidesley, 7.

Cool reply to Reynolds

John Major yesterday gave a cool response to a suggestion by Albert Reynolds, the Irish prime minister, that they would discuss the agreement between the SDLP and Sinn Féin. He told the Commons that he would be compelled to listen to anything Mr Reynolds might say about the search for peace in Ulster, but he was not optimistic about proposals that Sinn Féin had helped to draw up. "We do not negotiate with terrorists, we do not negotiate with people who deal with bullet and bomb and we do not surrender to their violence," he said.

Motorway abandoned

A proposed motorway link between the M1 and the M62 near Huddersfield in West Yorkshire has been abandoned because of public opposition. John MacGregor, the transport secretary, said that a strong local campaign had originally called for a high-standard link with the motorway network as an aid to the area's economy. "Public consultation however has shown that local views have changed," he said. Instead of the link, he would be investigating increasing the capacity of parts of the M1 and the M6. Friends of the Earth hailed the decision as another victory.

C4 pleads for TV sport

The government should expand its list of protected sporting events, such as Wimbledon and the Grand National, to prevent exclusive television rights to them being snapped up by subscription-only satellite channels, Michael Grade, chief executive of Channel 4, told the heritage select committee yesterday. Giving evidence at the enquiry into the BBC's future, he also warned of the dangers of introducing advertisements to BBC television and radio. Having to compete for advertising revenue could force other stations to close, he said.

Media, pages 22, 23

Discount challenge

Tesco, Sainsbury and Sainsbury's joined forces in the High Court to challenge the threat of an American-style warehouse club. They are asking Mr Justice Schiemann to quash planning permission granted to Costco Europe (UK) for a 12,800 square metre warehouse, with parking for more than 800 cars, on the Lakeside trading estate at West Thurrock, Essex. The store is expected to have a turnover of more than £50 million in its first year, about 75 per cent of it from businesses. Goods would be sold at about 80 per cent of normal retail prices thanks to low overheads.

Muggers blind woman



Police were last night seeking two men who squirted ammonia into the eyes of a shop manager before stealing her handbag and £80, Maureen Dunne, left, faces partial blindness after being attacked in a multi-storey car park at Brent Cross shopping centre, northwest London. According to police, one of the men approached Mrs Dunne, 30, and said "Sorry, love", before the attack.

Court contempt move

The attorney-general, Sir Nicholas Lyell, was given leave in the High Court yesterday to start contempt of court proceedings against ITN and the publishers of the *Daily Mail*. Today, the *Daily Express* and *The Northern Echo* reported the arrest of the IRA man Paul Magee are said to have disclosed past offences and prejudiced his trial.

Bridge deaths unlawful

Frank Warren, 42, and Nicholas Scott, 22, construction workers of Leiston, Suffolk, who were crushed by a 142-year-old railway bridge during a bungled demolition at Leiston, southeast London, last year, were unlawfully killed, an inquest jury at Southwark decided yesterday. Evidence was heard of an unsuitable demolition method.

Asthma case defeated

Berkey education authority in London was cleared yesterday of liability for the brain damage suffered by a teenage girl who had an asthma attack at school. Counsel for Elizabeth Hippolyte, now 23, had argued in the High Court that a teacher at Riverside School, in southeast London, failed to call for help quickly enough.

County bans hunting

Wiltshire county councillors voted by 43 votes to 24 yesterday to ban hunting from 8,900 acres of local authority land. The decision, affecting hunts such as the Beaufort and the Avon Vale, ends centuries of hunting on common land in Wiltshire. So far 28 out of 47 county councils in England and Wales have imposed similar bans.

Auction record broken

A 3½-inch bronze lion from 11th or 12th-century Moorish Spain set a new world auction record for a piece of Islamic art when it sold for £2,421,500 at Christie's in London yesterday. The previous record was £617,500 for a pottery candlestick sold at Sotheby's in April. The lion, estimated at £500,000, was sold to an anonymous telephone bidder.

Passionara Pizza



See what's cooking at

Pizzaland

and get 3 courses for 3p!

STARTER FOR 1p

Buy any starter and, at the same time, get another starter of the same value or less for 1p.
Offer valid every day except Saturday until close 28th November 1993. Offer applies to Eat-In and Takeaway meals.

Pizzaland

E1 PLU 594 T/A PLU 600

PIZZA FOR 1p

Buy any of our mouthwatering 10" Traditional, or 7" Deep Pan or Gourmet pizzas and, at the same time, get another one of the same value or less for 1p. Offer valid every day except Saturday until close 28th November 1993. Offer applies to Eat-In and Takeaway meals.

Pizzaland

E1 PLU 595 T/A PLU 600

DESSERT FOR 1p

Buy any delicious dessert and, at the same time, get another dessert of the same value or less for 1p.
Offer valid every day except Saturday until close 28th November 1993. Offer applies to Eat-In and Takeaway meals.

Pizzaland

E1 PLU 596 T/A PLU 600

STARTER FOR 1p

Buy any starter and, at the same time, get another starter of the same value or less for 1p.
Offer valid every day except Saturday until close 28th November 1993. Offer applies to Eat-In and Takeaway meals.

Pizzaland

E1 PLU 594 T/A PLU 600

PIZZA FOR 1p

Buy any of our mouthwatering 10" Traditional, or 7" Deep Pan or Gourmet pizzas and, at the same time, get another one of the same value or less for 1p. Offer valid every day except Saturday until close 28th November 1993. Offer applies to Eat-In and Takeaway meals.

Pizzaland

E1 PLU 595 T/A PLU 600

DESSERT FOR 1p

Buy any delicious dessert and, at the same time, get another dessert of the same value or less for 1p.
Offer valid every day except Saturday until close 28th November 1993. Offer applies to Eat-In and Takeaway meals.

Pizzaland

E1 PLU 596 T/A PLU 600

سكنة من الاصل

Victory for student who gambled his future

Rape accused determined to prevent 'college cover-up' of sex scandal

By A STAFF REPORTER

AUSTEN Donnellan staked his future and freedom on a gamble to prove his innocence against the accusations of a woman who cried rape after a night of heavy drinking and sex.

University authorities wanted to keep the affair quiet. They put pressure on him to admit to a lesser offence, apologise to his "victim" and leave to continue his studies elsewhere.

Mr Donnellan said no. He was so sure that a jury would acknowledge his innocence that he went to police and asked them to charge him with rape.

His accuser claimed that he took advantage of her when she was drunk and incapable of rejecting him. She then reported him to the disciplinary committee of King's College, London, where the two students, both aged 21, were studying.

Miss X admitted at the Old Bailey trial that she kissed Mr Donnellan passionately before they had sex. But she added that "a kiss is just a kiss", not an invitation to something more.

Mr Donnellan told the jury that he had once loved the girl who so nearly ruined his life. He feelings for her cooled only when she rejected all attempts to build a permanent relationship.

Miss X told the jury that she had rejected Donnellan's suggestion that she become his girl friend. But she cherished him as a friend, confiding in him and telling him about her experiences of loveless one-night stands. When she had too much to drink, which happened frequently, she would kiss him passionately — but always regret it in the sober light of morning.

While admitting that he fell for her, sending Valentine's day flowers and a fluffy toy for her birthday, Mr Donnellan said that by the time of the Christmas party his feelings had changed. She had boasted to him about her drunken and passionate one-night stands with various men, he said. He thought her attitude to sex was a "defence mechanism" because she had been so hurt when her first real love affair ended disastrously.

Events after an end-of-term Christmas party in the Penthouse Club at King's College last year were central to the case. "The Penthouse is a fairly rowdy and wild establishment," Mr Donnellan told the court. "It was regarded as a good pulling point."

On the night of the party the club was "awash with booze", the jury heard. Mr Donnellan, Miss X and several college friends were all the worse for drink by midnight.

Miss X was seen to drink three pints of strong cider, two vodkas and two Drambutes. She may have had even more to drink, it was alleged. In any

event she appeared very drunk. She admitted in court that she had given Donnellan and others French kisses that night.

Mr Donnellan told how she dragged him onto the dance-floor at the club then fell over in his arms, kissing him repeatedly. Even when they went outside to get some fresh air she continued to kiss him passionately.

He said that when Miss X's legs finally gave way he picked her up in his arms and carried her to her room in the college hall of residence.

Miss X said that it was there that he raped her. She told the jury she felt asleep but woke to find, to her horror, that she was naked and that a man was having sex with her.

She had no recollection of what had happened earlier that night because of the amount of alcohol she had drunk. She ran from the room

chatted for about 20 minutes. Not long afterwards Miss X leapt out of bed, and ran from the room saying something like: "I cannot believe you tried to screw me." Her reaction left him totally confused.

When Mr Donnellan returned to college after the Christmas vacation he was summoned to see Brian Salter, the university's deputy registrar. He was told that Miss X was accusing him of "having sex with her without her knowledge or consent".

At that stage he did not take the accusation very seriously, he said. But after carrying out Mr Salter's request to write down his version of events he realised the disciplinary committee wanted to "paper over" the whole affair as a scapegoat.

Mr Salter told him the committee wanted him to admit to a "lesser charge", apologise to Miss X and leave the university.

"I was not going to allow that to happen," Mr Donnellan said. He was innocent "of any sort of wrongdoing" and, to try to clear his name, he went to the police.

Miss X was said to have been furious at his action. She had no desire to see her private life subjected to public scrutiny.

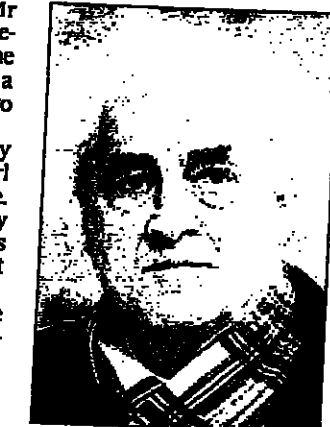
Among those to give evidence for Mr Donnellan was Dr Robin Moffat, 66, a senior Metropolitan police forensic examiner since 1958. He told the jury that Miss X must have known exactly what was happening. She was certainly not in a coma and unable to prevent herself from being raped. "She was capable of saying yes or no at all times."

Katherine Philip, a friend of Mr Donnellan, told the court that she knew Miss X very well and that when he had taken another girl friend she had shown an interest that went beyond that of a platonic friend. "It was akin to jealousy," she said.

But perhaps most important of all was the evidence of another defence witness, Madeline Allen, a former girl friend of Mr Donnellan. She described having gone to bed with him at the end of a drunken evening. When she told him that she did not want sex, however, he respected her wish. "At no time did he behave other than as a gentleman," she said.

After the verdict, Lord Russell, Mr Donnellan's history tutor, said: "It's a victory for British justice. I'm not surprised, but for the expected thing to happen is always a surprise. It was what should always have happened."

Lord Russell, the defendant's former tutor



'It's a victory for British justice. I'm not surprised, but for the expected thing to happen is always a surprise. It was what should always have happened'

— Lord Russell, the defendant's former tutor

and later reported the incident to the college disciplinary tribunal.

Mr Donnellan's version of events was rather different. He told the jury that although he was no longer in love with Miss X, he had become aroused by her because of her passionate eagerness to have sex with him.

He told the court how she lay in his arms "murmuring and making noises of sexual pleasure". He added: "She was very energetic and active." Twice during their hour-long sex session, he asked if she was sure she wanted to go ahead. Miss X made it very clear she did. He said that friends from the party interrupted their love-making to see if Miss X was all right. They came into the room and

they came into the room and

Sympathy runs with the accused

By EDWARD GORMAN

STUDENTS at King's College, both male and female, were unanimous in their support for Austen Donnellan yesterday. Some said they had initially felt sympathy for the woman involved, but as the trial unfolded and the details of what happened became clear, it evaporated.

They were struck by Mr Donnellan's insistence that the police deal with the case, not the university. The students did not feel that was the action of a guilty man.

One female undergraduate said she and her friends had

discussed the case and all agreed that Mr Donnellan had been justified in his actions and could not be said to have committed rape.

When told of the case's outcome, David Danil, 19, an engineering student said: "That's good. I agree with it because the girl was in a really bad state from what I've read and she shouldn't have taken him to her room in the first place. She asked for it."

Lorraine, 24, who is studying French, said the woman probably regretted what had happened and was using drink as an excuse.

Allstar Lester, 19, studying environmental science, said: "At the beginning I thought he

was guilty... but afterwards I wasn't so sure. He was saying she was participating fully and seemed to be enjoying it. A friend of mine said if he's found guilty, it's going to give women who sleep with a guy they don't like the excuse to get them into shit."

An 18-year-old studying geography said she believed drink had had much to do with what went on. "When she woke up she probably thought 'Oh my God. What have I done?' She probably thought: 'Oh it wasn't me, it was him forcing himself on me.'"

Some argued that the woman was naive to expect people to be sympathetic. One student from Halifax said that from his experience most undergraduates had their own ground rules when it came to sex. "If I found myself in that situation it would take a huge amount of self-control to break my train of thought," he said.

Ben Cranham, a law student from Hastings, Sussex, said: "In the university atmosphere things do go on. It is freer than most places."

The Penthouse Club, where Mr Donnellan met the woman, is regarded by students as a "good-time" place where they can drink after hours. One said the club was "the perfect pick up joint — it's about drinking and it's about who you meet".

Verdict has reversed recent trend

By FRANCES GIBBS

LEGAL CORRESPONDENT

THE acquittal of Austen Donnellan after a spate of high-profile convictions of men in "date rape" cases is the first verdict against the recent trend. Some lawyers welcomed it as a sign of realism, but others regretted it as a retrograde step.

Anne Rafferty QC, a leading criminal barrister and recorder, said: "I view this as a realistic verdict. It shows juries are perfectly capable of asking this woman cries rape but is it rape?"

But the case was highly unusual in two respects, she added. Mr Donnellan was in the dock at his own insistence. "It was an extremely shrewd move for him to insist on calling in the police... juries will take note of that."

Second, he was able to find a witness prepared to come to court and testify that she had had sexual relations with Mr Donnellan and when asked to stop, he had done so.

The case comes after the recent conviction of the solicitor Angus Diggle for attempting to rape his solicitor-partner when he stayed the night in her room after a ball, and the case in March of the man convicted of rape after his fiancée changed her mind midway through love-making.



Madeline Allen, former girl friend who described Mr Donnellan as a gentleman

Our daughter's life is ruined say parents

FAMILY OF THE ACCUSER

THE mother of Austen Donnellan's accuser says that her daughter's character has been blackened by the rape trial.

Speaking before the jury had returned its verdict, she told how she and her husband had been persuaded to stay away from the court.

"It's been very difficult for us to listen to the things that have been said about her," she said. "She is our daughter and we love her dearly. It's hard for a mother to understand what goes on as part of student life."

"Normally you wouldn't hear the half of it, but because of the trial every little detail has come out, and our daughter's character has been blackened. I don't think that's fair. She had the courage to bring the case to court and I don't think she should be made to suffer for it."

"Our daughter didn't want any of us to be in court. She didn't want us to hear what was said about her. We didn't go because she thought it would be too upsetting for us."

"At first we were determined to be at her side throughout the trial. But she was very determined and at

the end of the day we respected her wishes and we didn't go at all."

She was close to tears as she spoke of the daughter who had fulfilled her parents' ambition by winning a university place, and had left the family home in Southampton for student life in London.

"We are so very proud of her. She always wanted to go to university and when she won her place we were all so very happy. I never once dreamt that it would end like this, that her character would be dragged through the mud."

The woman's father said: "I've found it difficult to understand the things that have been said in court. Things have been said that no father would want to hear about his own child. I don't think it's right. It has had a devastating effect, and I only hope that somehow my daughter can put it behind her and rebuild her shattered life."

Neither parent would comment after the jury returned its verdict.

Backstabbing, bitching and politics aside, Microsoft office is just like the real thing.

Just like a real office, Microsoft Office for Windows contains everything you need: word processor, spreadsheet, optional database and even a presentations department. The only difference is, they all work together a lot better than a real office does. It's all part of our commitment to effort-free computing.

Microsoft
Making it easy

Microsoft and the Microsoft logo are registered trademarks and Windows is a trademark of Microsoft Corporation.

Officers' curiosity led to discovery of IRA's biggest mainland bomb

Bomber gets 25 years for foiled attack

By Stewart Tandler, Crime Correspondent

AN IRISH lorry driver was jailed for 25 years at the Old Bailey yesterday for planning the largest bomb ever seen on the British mainland. The device was discovered because of the curiosity of two patrolling London policemen.

The IRA plan was simple. The terrorist strategists already knew their units could operate in the City of London. A few months earlier a one-ton bomb had blasted St Mary Axe, smashed the Baltic Exchange and caused £350 million worth of damage. This time Patrick Kelly, 41, said by police to have a string of convictions ranging from violence to sex offences and kidnapping, would drive a blue 16-ton Volvo containing a bomb.

Sitting in the cab, he and his partner would set the timers for the camouflaged explosives behind them, climb out

and walk away. The bomb would be bigger than the combined size of those used in the attacks on the Baltic Exchange and Bishopsgate.

But things began to go wrong early that Saturday morning last November. Nobody knows where Kelly was heading, but police have speculated the bomb was destined for the City and the Lord Mayor's Show later that day. Kelly and his partner then changed their minds because of heightened police patrols round the area.

As Kelly drove north, away from the City, something about the refrigerated lorry worried PCs Ray Hall and Gary Angrove as it rumbled past them in Stoke Newington High Road, north London. Commercial lorries are rare at that time on a Saturday morning, the rear registration plate was partly obscured and the



Patrick Kelly, left, was captured after a routine check on this lorry by two officers patrolling in north London



refrigeration unit for the former dairy lorry was missing. The unmarked officers ordered the lorry to pull over. Minutes later PC Hall lay badly wounded after being shot by Kelly's colleague as the two IRA terrorists fled. The 3.2 ton bomb had not been set.

As they ran away, Kelly pulled a gun on a motorist and tried unsuccessfully to

hijack his car. The terrorists split up in the darkened streets and, 15 minutes after the police stopped the lorry, Kelly was arrested.

He had abandoned his gun and a distinctive red jumper. Dressed in shirtsleeves, he seemed disorientated and had little idea where he was. In his pocket police found £500 in English and Ulster banknotes.

Forensic scientists linked him through fibres to the jumper, recovered from the street.

Kelly refused to answer questions, but proved to be one of the oddest IRA recruits the police have held. Born in Co. Laois, Ireland, he held an HGV licence and worked in Britain on and off for 20 years. Never suspected by the police as a bomber, Kelly had convictions in London for importuning men, indecency and possession of a flick knife. In 1987 he was sentenced in Dublin to nine years, suspended for two years, for taking part in the kidnapping of a horse dealer.

The lorry came from a firm in Derby and was sold to two men, one Irish and the other from London, for £1,000 last October.

Top doctor says NHS is failing priority patients

By Jeremy Laurance, Health Services Correspondent

THE lives of health service patients in need of urgent treatment are being endangered because hospitals are failing to give them priority over routine patients, the most senior academic body in British medicine said yesterday.

The Conference of Medical Royal Colleges, representing all the main medical specialities, has told Virginia Bottomley, the health secretary, that patients with certain conditions such as suspected heart problems or suspected cancer must be investigated within six weeks. But their treatment is being delayed, putting them at risk.

Professor Leslie Turnbull, president of the Royal College of Physicians, said that the delays resulted from inequalities introduced into the health service by the NHS reforms and a shortage of funds. "Hospitals are having to pace their work through the year and some are having to defer routine cases until after next April. There is a category of patients who are endangered by having to wait," he said.

A survey of gynaecologists showed that half of patients awaiting appointments would not be seen until after April, and the same was likely to be true of other specialties where patients required a procedure such as the investigation of a stomach or bowel complaint. Professor Turnbull said.

The problem has arisen because patients of GP fundholders are being given priority while patients of other GPs are being pushed to the back of the queue. At the same time, pressure on hospitals to reduce their waiting lists has led to patients with minor conditions who have waited a

long time being treated before those with more pressing but more recent conditions.

Professor Turnbull said that more than half of the patients on routine waiting lists should be classed as urgent and seen within six weeks. The medical royal colleges are drawing up guidelines at Mrs Bottomley's request, to be submitted within the next few weeks, to help GPs identify them.

"It will create major financial problems. But if these patients are denied treatment there will be a major failure," Professor Turnbull said. Giving his first press conference as president of the college of physicians, he attacked the GP fundholding scheme for introducing "gross inequality of access into what should be a national health service." He said the system would be acceptable only if all GPs became fundholders. He also criticised the growth in NHS management, which had drawn funds away from patient care. "We have gone too far with too many managers," he said.

The health department said that half of all patients were emergencies who were seen immediately. Half of the remainder were seen in five weeks and nearly three quarters within three months.

A spokesman said the profession to ensure patients needing urgent treatment were given priority. "Given that half of all patients on waiting lists are already seen in five weeks we would not envisage the new system requiring extra resources. The aim is to give support to doctors to balance their workload," he said.

Moore may have regretted foundation

THE daughter of the sculptor Henry Moore told the High Court yesterday that she believed her father regretted setting up a charitable foundation to protect his artistic legacy.

Mrs Spencer Moore Danowski, 46, was giving evidence during her multi-million-pound battle to wrest ownership and control of some of her father's finest work from the Henry Moore Foundation.

The foundation, set up in 1977 as part of a tax arrangement, is based at Moore's former home Hoglands, in Perry Green, Hertfordshire, where more than 600 of his sculptures are on display.

Mrs Danowski is seeking a ruling from Mr Justice

Evans-Lombe that hundreds of unsold works produced during the last ten years of her father's life remained his personal property to be disposed of under the terms of his will after his death in 1986.

Mrs Danowski, of Compton Valence, Dorset, said her father, naive in some ways, had only partially understood the implications of the arrangements concerning the establishment of the foundation and its trading company, HMF Enterprises. After its creation, the foundation had taken on a life of its own and was seen by many as "more important even than my father," she said.

The hearing continues.

Fares.

Fair.

HEATHROW TO BRUSSELS
BUSINESS CLASS FARES

BRITISH AIRWAYS

£ 3 0 4

SABENA

£ 3 0 4

HEATHROW TO BRUSSELS
BUSINESS CLASS FARESBRITISH MIDLAND
BRITISH MIDLAND
BRITISH MIDLAND

£ 2 5 8

£ 2 2 8

£ 1 9 8

For years national airlines have charged a fixed Business Class fare.

And, despite some token reductions on selected routes, most still do.

Not British Midland. This year we have revolutionised Business Class travel with the introduction of Diamond EuroClass.

Put simply, we now offer you a choice of three value fares in Business Class to all our European destinations.

For example Eurobudget, our lowest Business Class fare, can save you as much as £138 to Paris and £106 to Brussels compared to full Business Class fares.

Of course, all three fares offer you uncompromising quality in a separate Business Class cabin, with exclusive check-in facilities and priority disembarkation.

So that whenever business travel takes you to Europe, remember British Midland lead the way. Fair enough!

Diamond EuroClass

Destination	Excursion Starting	3 Day Return Starting	Europe-wide Return Starting
AMSTERDAM	£70	£75	£84
BRUSSELS	£48	£76	£106
PARIS	£78	£93	£138
FRANKFURT	£24	£88	£129
DUBLIN	£40	£85	£84
NICE	£120	£172	£179
PALMA	£90	£134	£134

British Midland
THE SERIOUS ALTERNATIVE

For further information contact your travel agent or phone 0245 554421

ANGOLA CRISIS

530 CHILDREN INJURED
IN A SINGLE BATTLE
THOUSANDS MORE DYING
OF MEASLES AND CHOLERA

Fierce civil war and drought in Angola have displaced hundreds of thousands of people.

CARE is already bringing food, shelter and medicine to 110,000 men, women and children every month, many of them on the edge of starvation.

But there are still thousands of people living in remote areas, cut off from all relief. Please help us provide emergency supplies immediately.

This is a major crisis.

Please call today on 0800 850666

or return the coupon to:

CARE Angola Appeal,

36-38 Southampton Street,

London, WC2E 7HE

CARE is there

I enclose a cheque made payable to CARE for £500 ☐ £100 ☐ £55 ☐ £18 ☐ Other £

* Gift Aid adds one third to a gift over £250

Please debit my Access/Visa/Mastercard/Amex (delete as applicable)

Card No.

Signature

Name

Address

Postcode

CARE works with the world's poor promoting health, agriculture and income generation and by bringing relief in emergencies.

Registered Charity No. 275396

مركز من الاصل

This headline is full of

DOZENS
of
grammar; spelling
mistakes
and punctuation
errors

(You *can't* spot them because Microsoft Word for Windows spotted them first.)

Microsoft Word for Windows has a new feature called *AutoCorrect* that automatically corrects common spelling mistakes as you type. For example, if the word that appears is 'the', it'll even work out the right word if you suggest a change. It's all part of our commitment to help you work better.

Doctor acquitted of supplying cannabis

By RONALD FAUX

THE woman doctor accused of supplying cannabis three times a day to her sick daughter was cleared by a jury at Liverpool Crown Court yesterday. Dr Anne Biezanek, 65, a locum general practitioner from Wallasey, Merseyside, had admitted giving the drug to her daughter Lucy, 33, who suffers from a serious and intractable illness.

She denied two charges of supplying cannabis and one of possessing the drug with intent to supply between June 1991 and February last year. Dr Biezanek entered a defence of duress of circumstance — also known as necessity.

She told the court: "I became a criminal because my conscience said that it would be wrong of me to obstruct her. I was following a higher moral law."

During the five-day trial she said that cannabis was the only drug which alleviated the symptoms of her daughter whom, she believed, would otherwise have died or suffered serious bodily harm. Before the trial Recorder Paul Reid ordered that details of

Ms Biezanek's illness not be reported. Dr Biezanek, a niece of the author Graham Greene and a mother of six, said that for ten years she had opposed her daughter smoking cannabis and at one time had "turfed" her out of home.

She changed her mind about the drug after reading an article detailing moves by American doctors to have it made available on prescription for intractable illnesses.



Lucy Biezanek: drug relieved suffering

Queen Victoria, she had learnt in her student days, had used cannabis to ease period pains.

Dr Biezanek had asked her daughter, who had been smoking the drug since 1981, how to obtain supplies. The doctor then bought cannabis from dealers and gave small amounts to her daughter three times a day.

Police raided her home in February last year and found a small quantity in her handbag. She told officers it was her daughter's medicine.

Recorder Reid told the jury that the trial of Dr Biezanek was not a test case about legalising the drug and had no wider implications.

Tony Ostrin, of the defence, said: "What she did was clearly for the benefit of her daughter who was unwell. She had the benefit of her medical expertise which clearly assisted her. What she did she considered was the right and proper thing."

The doctor is no stranger to controversy. In 1963 she became Britain's first Catholic doctor to operate a birth-control clinic.



Dr Biezanek leaves court with her other daughter, Nicky. "I was following a higher moral law," she said

NEWS IN BRIEF

Sister and brother die in fire

A passer-by has described how she fought in vain to save two children trapped in their burning bedroom. Joanne Smithson was beaten back when she tried to force her way through to Nathan Harris, 3, and his sister Blaise, eight months, in their blazing maisonette at Doncaster, South Yorkshire, on Monday.

Miss Smithson was met by Sarah Chapman, the children's mother, who screamed that they were inside. "I ran to the door of the room. Flames were coming from underneath. I could hear the children inside, but my eyes were streaming and the smoke forced me back."

The fire brigade rescued the children but Nathan died in hospital just before 10pm, followed by his sister nearly three hours later. Police say there are no suspicious circumstances.

Friends killed in car crash

Four friends in their early 20s, believed to be from Lichfield, Staffordshire, died when their car hit a tree and a wall at Burntwood on Monday night.

Three of the men died instantly and the fourth, removed from the wreckage by firemen, died at the scene despite the efforts of an 11-strong medical team. Police yesterday named two of the victims as Philip Elkin, of Shenstone, and Paul Bateman, of Wall.

Post office raid

Two armed masked men handcuffed a 61-year-old postmaster and his wife at their sub-post office in Sowerby Bridge, West Yorkshire, and stole several thousand pounds before driving off in the couple's car.

Walker trapped

Terence Magee, an RAF technician walking in the Cairn Gorms, was rescued by colleagues nine hours after boarding a ski-lift which was then turned off, stranding him 50ft above the ground.

Tree penalty

Magistrates fined Donald James, 67, an architect of Stratford-upon-Avon, Warwickshire, £2,000 and ordered him to pay £11,000 costs for killing a beech tree that was damaging a block of flats.

Grenade scare

Bomb disposal officers blew up a hand grenade found by Gavin Blake, 12, in wood being collected for an annual council bonfire party at Long Eaton, Derbyshire.

Boy muggers

Two boys aged 9 and 13 beat up and mugged a 29-year-old woman in daylight on a busy Birmingham street, escaping with £200 in cash and jewellery worth £1,700.

Grim task

Workmen are to dig up about 240 bodies to make way for a bypass that is to cut across the site of a Quaker cemetery, used for burials between 1709 and 1845, in Batheaston, Avon.

Race attack girl friend 'too upset to talk'

By A STAFF REPORTER

THE white girl friend of a black motorist run over with his own car in a racially-motivated attack spent yesterday at his hospital bedside.

Lynne Woodward, in her early 20s, was too upset to talk about the ordeal Kenneth Harris, 31, suffered at the hands of three skinheads at a petrol station at Ilford, near their homes in Goodmayes, east London.

The couple and Mr Harris's young daughter were returning from a trip to Euro Disney in France early on Monday when Mr Harris was dragged from his Ford Cortina, beaten and stabbed in the head with a screwdriver. Police said his attackers, who ran backwards and forwards over his body before driving off in his car and a van, abused his girl friend for going out with a black man.

Two men were later arrested and were being questioned by police at Ilford.

The manager of the garage, who witnessed the attack, was yesterday said to be too distressed to return to work. A relief manager said: "He won't be back for at least a week. He saw everything and is very, very shocked."

Mr Harris was described as "stable" in King George Hospital, Ilford, where he was expected to have an operation on his right leg, which was crushed by the car.

A hospital spokesman said he could not discuss the full extent of Mr Harris's injuries, adding: "He does not wish to talk about what happened at the moment, and neither does his girl friend."

There is now a system that lets you prove the return on your investment in training.

It's the NVQ system. (Or in Scotland, the SVQ system).

And it's designed to make every pound of your training



budget work harder for you.

The system will recognise skills and issue certificates of competence.

These prove that a given standard has been achieved. And they're skill specific,

so you can tailor your training precisely, from the most basic skills to the most advanced. There's no wasted learning, time or money. Every pound you spend goes straight back to work in your skills base.

The NVQ and SVQ systems are now available to work for your industry. Call the number below, or fill in the coupon to find out more. And discover how to get the most from your training budget.

MAKE IT YOUR BUSINESS



Call 0345 66 55 88 (041 242 2214 in Scotland) or send the coupon to: Make It Your Business, PO Box 200, Timothy's Bridge Road, Stratford-upon-Avon, CV37 9HY.

Are you an employer? Yes ☐ No ☐ Number of employees _____

NAME _____

ADDRESS _____



POSTCODE _____

TEL NO _____

NVQ

THE TIMES DILLONS TRAVEL LECTURE RANULPH FIENNES



TO coincide with the publication of his book *Mind Over Matter*, Times readers are invited to an illustrated lecture by Sir Ranulph Fiennes about his experiences during his historic, danger-filled, 1,350-mile crossing of the Antarctic continent with Dr Mike Stroud.

The lecture will be held on October 26 at 7.30pm at the Institute of Education, 20 Bedford Way, London, WC1.

To the Bookstore, 82 Gower Street, London, WC1, or phone Dillons on 071-915 6613.

(*Mind Over Matter*, published by Sinclair Stevenson, is available at Dillons at the special price of £12.70 — normal price £16.99.)

Please send me invitation(s) at £10 each (concessions £5) for the Travel Lecture to be held on October 26.

NAME _____

ADDRESS _____

POSTCODE _____

Daytime telephone number _____

I enclose my cheque made payable to Dillons the Bookstore

Value £ Cheque number _____

(Please write your name and address on the back of the cheque)

Or, please debit my Access/Visa card Number _____

Expiry date/.....

Print name Signature _____

Please post coupon and remittance to:

The Times/Dillons Travel Lecture

Dillons, 82 Gower Street, London WC1E 6EQ

Tel: 071-915 6613 (24 hours)

FOR OFFICE USE ONLY

Ticket number Date sent

50 كذا من الاصل

OCTOBER 20

NEWS IN BRIEF

Sister and brother die in fire

A burning house in the Bronx last night killed two children, a girl, 10, and a boy, 12, and their mother, 35. The father, 38, was injured. The fire broke out in the basement of a two-story house at 123rd St. and Ave. C. The children were sleeping in the basement. The mother was trying to get them out when the fire started. The father was trying to get the fire out when it spread to the second floor. The fire department arrived within five minutes. The cause of the fire is not yet known.

Friends in car crash

A car crash in the Bronx last night killed two friends, a man, 30, and a woman, 25. The car was traveling on Ave. C. The driver, the man, was trying to make a left turn when the car crashed into a building. The woman was sitting in the passenger seat. The car was a 1980 Ford. The cause of the crash is not yet known.

Post office

The post office in the Bronx last night was closed for several hours because of a fire. The fire started in the basement of the building. The fire department arrived within five minutes. The cause of the fire is not yet known.

Walker

Walker, the mayor of New York City, last night announced that he would not run for a second term. He said that he wanted to spend more time with his family. He said that he would continue to work for the city as an advisor.

Tres

Tres, the mayor of New York City, last night announced that he would not run for a second term. He said that he wanted to spend more time with his family. He said that he would continue to work for the city as an advisor.

Green

Green, the mayor of New York City, last night announced that he would not run for a second term. He said that he wanted to spend more time with his family. He said that he would continue to work for the city as an advisor.

Boi

Boi, the mayor of New York City, last night announced that he would not run for a second term. He said that he wanted to spend more time with his family. He said that he would continue to work for the city as an advisor.

Grim

Grim, the mayor of New York City, last night announced that he would not run for a second term. He said that he wanted to spend more time with his family. He said that he would continue to work for the city as an advisor.

TIME

IN TRAVELERS' GUIDE

TO THE MIDDLE EAST

by [illegible]

by [illegible]

by [illegible]

by [illegible]

Just... spread... user needs... A... clever... telling... to do it better.

The latest... leather... an... each...

Microsoft

Microsoft and the Microsoft logo are registered trademarks of Microsoft Corporation.

are... en... ed... tal... ise... re... on... ex... im... ac... is... le... he... ite... ly... sw... ny... ry... us... -... est... he... rs... ng... off... re... it... in... he... of... he... to... or... re

IF YOU'D LIKE A CREDIT CARD WITH NO ANNUAL FEE AND A LOWER INTEREST RATE,

SIGN HERE:

TO: The GM Card, FREEPOST, PO Box 3522, Birmingham, B1 1BR.
Please tell me more about the new GM Card from Vauxhall.

Surname Mr/Mrs/Miss/Ms _____ First Name _____ Other Initials _____

Address _____ Town _____

County _____ Postcode _____

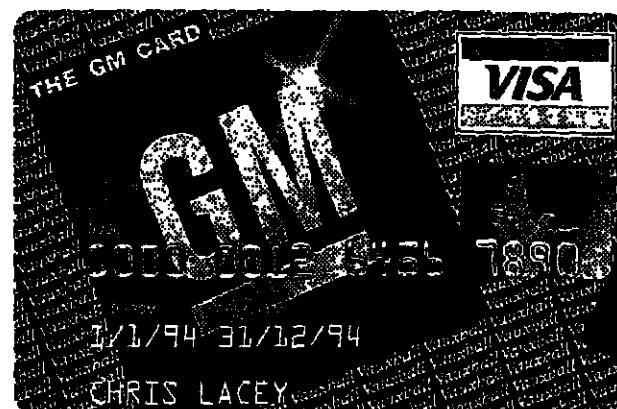
SOURCE CODE: TIA

- The new GM Card from Vauxhall is being launched with no annual fee.
- The new GM Card has a lower interest rate than the other major credit cards.
- The new GM Card gives rebate points worth 5% of all your purchases* that you can save towards a new Vauxhall.
- The new GM Card will be available as Visa or MasterCard.

COMPARISON OF INTEREST RATES & ANNUAL FEES				INCENTIVE SCHEMES	
CREDIT CARD	APR% (PURCHASES)	INTL. RATE % (PURCHASES)	ANNUAL FEES	SCHEME	£1000 PURCHASE EXAMPLE ON CARD
THE GM CARD (VISA/MasterCard)	19.9	1.55	NIL	REBATE POINTS	50 REBATE POINTS WORTH £50 OFF NEW VAUXHALL
BARCLAYCARD (VISA)	22.9	1.65	£10	PROFILE	100 POINTS (100 POINTS BUYS A STANLEY KNOX)
TSB TRUSTCARD (VISA)	22.9	1.74	NIL	NONE	-
NAT WEST (ACCESS)	23.9	1.70	£12	AIR MILES	50 AIR MILES (100 AIR MILES ON OPENING)
HSBANK (ACCESS)	23.1	1.65	£12	NONE	-

CORRECT AS AT 18.10.93

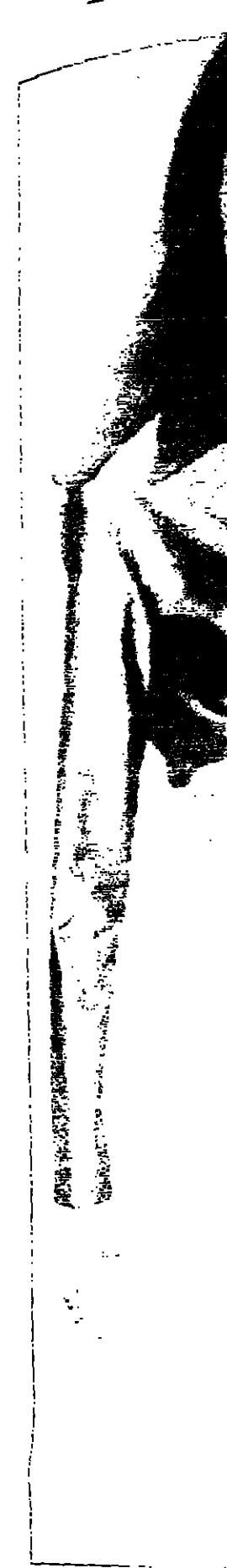
THE NEW GM CARD FROM VAUXHALL



LEAVES OTHER CARDS STANDING.

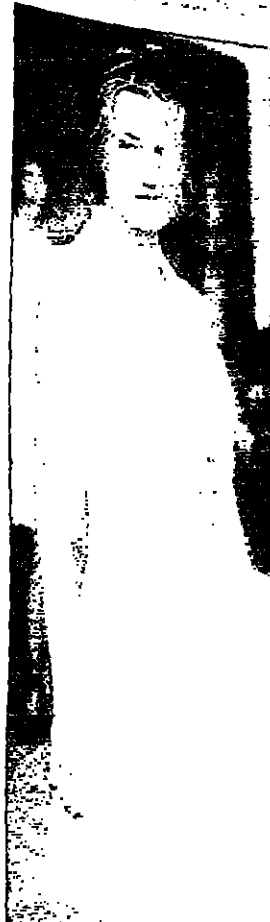
OR PHONE FREE 0800 56 55 54 ANYTIME.

Details correct at time of going to press. Written quotations available on request from The GM Card, PO Box 3522, Birmingham, B1 3PG. Credit is available to persons aged 18 and over and is subject to status and conditions. APR at 19.9% for goods purchase, 21.5% for cash withdrawals (including handling charge of 1.5% minimum £1.50). APR and other credit charges may vary. Monthly minimum payment required is 5% of the outstanding balance (minimum £5.00). *You can earn up to 500 Rebates per annum giving a maximum of £500.



John Rocha

JOHN ROCHA...
London Fashion...
viewed...
spring...
John Rocha...
Hong Kong...
Dublin...
fashion...
certainly...
viewed...
broke every...
clothes...
as day...
because he...
definition...
T-shirts...
sews on...
ed stripes...
shirts and...
prints...
juxtaposes...
suede...
common...
This bold...
summed up...
British...
ous, upon...
Edged out...



سكن في الامم

The man who breaks all the rules is named designer of the year at London Fashion Week

Rocha outshines the best of British

are
a
en
ed
not
al
se

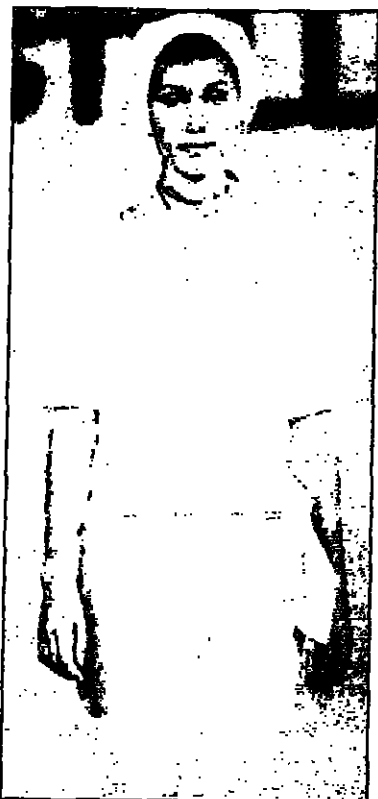
re
on
x-
m-
re-
is-
le,
he
ity

w-
y-
ry
is
-
st
ne
s-
ig
off
re
ht

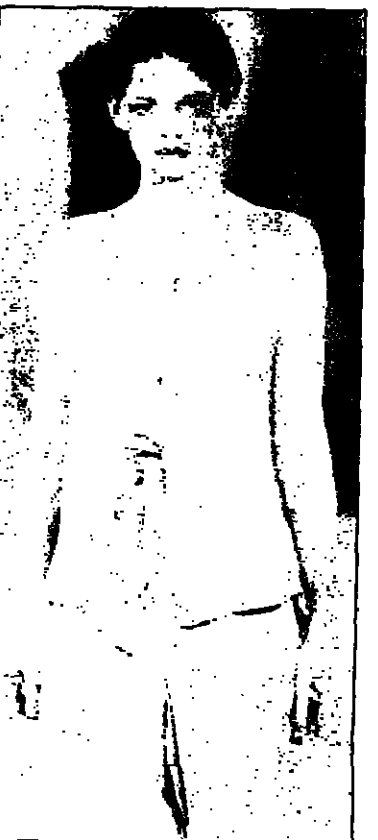
in
he
of
he
to
n-
re



John Rocha: designs impossible to categorise as day or evening wear



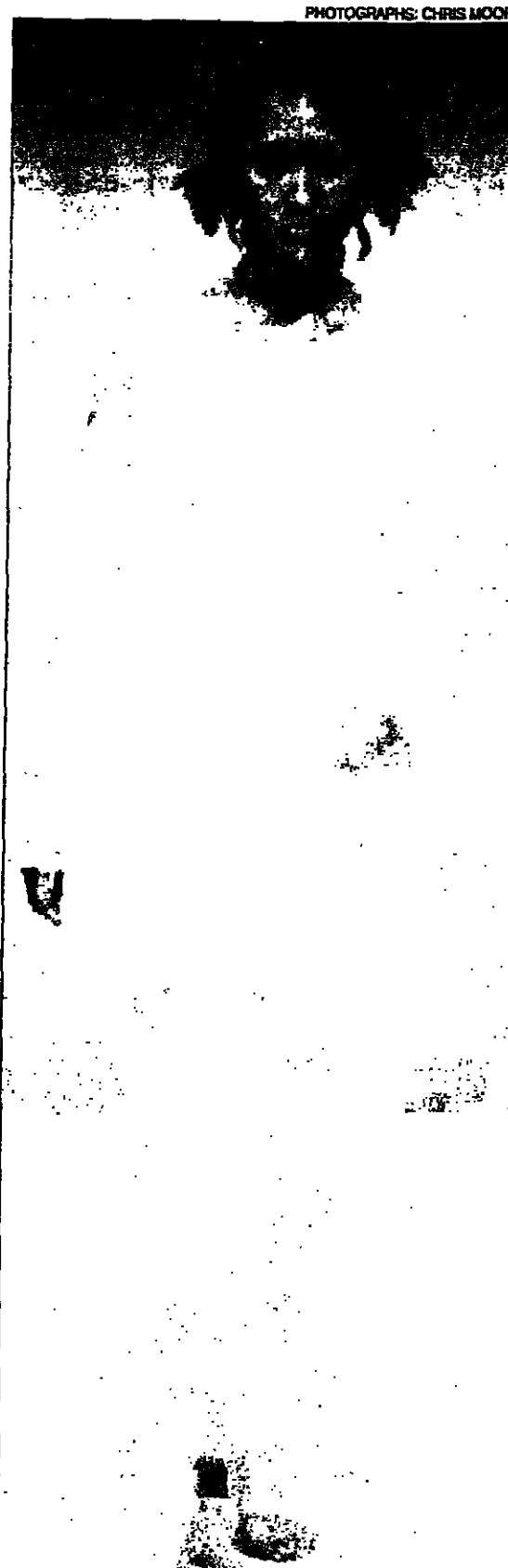
Paul Costelloe: peasant trend



New Generation: young look



John Rocha: breaks the rules with juxtaposition of unlikely fabrics



Flyte Ostell: the impression is ultra modern

JOHN ROCHA, the internationally acclaimed fashion genius, was last night named British designer of the year. The award was greeted by loud cheers from members of the fashion industry gathered at the Natural History Museum in west London for a gala evening.

It was the glittering finale to London Fashion Week, when home-grown designers previewed their designs for spring/summer 1994.

John Rocha, 40, born in Hong Kong and based in Dublin, whose work encapsulates fashion's new mood, certainly deserves this latest accolade. On Sunday he previewed a collection which broke every accepted rule. His clothes cannot be categorised as day or evening wear because he plays with the definition of both. He makes T-shirts in sheer georgette and sews on glittering bugle-headed stripes. On the simplest shirts and shift dresses he prints gigantic poppies. He juxtaposes silk taffeta and suede, rough linen and bijoux, cotton knit and fine jersey. This bold patchwork of ideas summed up the strengths of British fashion in one glorious, upbeat show.

Edged out of its usual slot in

the fashion calendar, between Milan and Paris, the inaccurately titled London Fashion Week has to content itself with being crammed into three days at the tail end. It was almost over before it began, yet the designers managed to show a united force, producing some of their strongest collections to date. Short and sweet summed up most of what is offered for next year.

What the British do best is to produce realistic, user-friendly fashion, which will not only make the shops next spring, but will fill the wardrobes of women the world over. This season was no different. From designers as diverse as the New Generation group, who showed at Harvey Nichols department store, to successful world-famous fashion labels such as Betty Jackson, Roland Klein, Jean Muir and Nicole Farhi, the feeling for 1994 is pared down and prettier than ever.

Almost every designer showed their own version of the layered look, which was accentuated by mixing hemline lengths. Combinations of fabrics were equally important.

It was certainly a vintage

season for well-known names. Betty Jackson produced a stunning collection which incorporated all prevailing trends. Her palette — white, cream, buttermilk — was as soft as her silhouettes. Ecu provided a backdrop for sky blue, indigo, and spicy earth shades. Pristine white Aertex shirts matched with ecru drawstring pyjama trousers looked fresh, as did her empire-line shirts (tied around the bosom) which opened to reveal frilled peasant skirts in tablecloth checked seersucker.

Nicole Farhi's collection also offered something for everyone. Long kaftan-style linen shirts became dresses, while jackets were soft enough to be mistaken for shirts. Farhi also mixed her prints, showing bold Bloomsbury florals next to dusty ethnic stripes. Her trouser suits in herringbone linen positively flowed down the catwalk.

Short, floppy mini-dresses were favorites with Roland Klein and David Fielden. Both are masters of understated evening wear, each producing extremely pretty, desperately desirable summer wardrobes. Klein's finale featured Buddhist-inspired robes in red-hot

hues alongside simple separates coloured with the same rich tones. Fielden's collection stole from the bedroom, with frills fluttering on everything from tiny vests, wide legged trousers and bias cut skirts.

Paul Costelloe is famous for his fine Irish linens. This season he dressed his models as European peasants, layering pinafore dresses over T-shirts and wrapping creamy Aran sweaters and cardigans over the simplest of separates.

One of the most directional shows of the season came from Flyte Ostell, who were also among the nominees for the designer of the year award.

Ellis Flyte and Richard Ostell joined forces only a few seasons ago after working away individually in the fashion business for several years. Their look, which has quickly earned them an international fashion following, relies on the most basic, minimal shapes in the most gorgeous fabrics. Satin-backed crepes, gauzy linens, washed silk and organza are cut into hankiechief point tunics which, sometimes worn with trousers, also double as dresses. Invariably monochromatic, the resulting impression is spare, pure and ultra modern.



The look and the show of it: the winning styles of left to right: Roland Klein, Betty Jackson and David Fielden.

At last, software that thinks as

logically as you do.

(It's called Microsoft IntelliSense.)

You'll find IntelliSense in all new Microsoft Windows-based applications. Put simply, it's a form of *artificial intelligence* that learns how you work, and adapts the software accordingly. It's another example of Microsoft's commitment to *effort-free computing*.

Microsoft and the Microsoft logo are registered trademarks of Microsoft Corporation. Windows and Windows 3.11 are registered trademarks of Microsoft Corporation. © 1993 Microsoft Corporation. All rights reserved.

Rock star fears new CD technology will cost him millions

By RICHARD DUCE

THE rock star George Michael could lose millions when the music industry is transformed by technology which can put music videos on compact disc and eventually send them into homes through telephone lines, the High Court in London was told yesterday.

The technology is expected to be viable within ten years but the singer claims he will be shacked by his contract with Sony of Japan.

Under the contract, which has 15 years to run, his royalties on material produced with the new technology would be the same as payments for vinyl records, which are already outmoded. Most sales are already on compact disc for which Michael gets 37p, or cassette for which he is paid 34p, while Sony, which has made more than £50 million from the singer, takes £2.45 or £1.49.

Michael, 30, claims the audio-visual clause in his contract is one of many "manipulative" areas in which Sony has stacked the cards in its favour. He claims that the contract, signed in 1988 when Sony took over CBS, amounts to restraint of trade and has asked Mr Justice Parker to free him from it. Mark Cran QC, for Michael, said that in

George Michael continues his attempt to end a contract which he says has been overtaken by technological developments

the next ten years CDs would be on general sale. They could be played on stereo systems but could also be slotted into television sets. Eventually consumers could "dial" videos onto television screens through telephone lines.

Mr Cran said: "He is getting the same rate for CDs as he would be for vinyl. It may be that the vinyl rate is inappropriately low."

"It is a good example of parties trying to grapple with future developments. The developments of new formats and the way in which they can't be foreseen is another reason why we say agreements of this kind, 20 years in this case, mean enormous problems are going to arise."

Mr Cran detailed further clauses in Michael's contract with which the singer, who over the past five years has received less than one tenth of sales worth £100 million, is unhappy. The complexities of recording agreements caused them to be manipulated to the advantage of record companies, he said. The contract was to the "detriment of the artist and the benefit of

Sony". Other details of Michael's contract emerged: ☐ Sony pays royalties twice a year and so gains interest at Michael's expense. In other areas of the music industry, accounting is quarterly. ☐ The company distributes and markets Michael and insists he pays 25 per cent of the cost in making television promotions in Britain. ☐ Michael receives no royalties on records given away by Sony to distributors, even if they are later sold. ☐ Sony retains the copyright to the singer's work for 50 years even if it chooses not to release his records.

Michael, who lives in Hampstead, north London, was in court again yesterday for the second day of his action, brought under his real name of Georgios Panayiotou against Sony Entertainment (UK).

He claims the lengthy and expensive legal fight is about artistic development rather than money.

The hearing continues today

Diary, page 18

Challenger tries surprise defence to block a clean victory

Kasparov clinches title as Short accepts draw

By RAYMOND KEENE
CHESS CORRESPONDENT

Nigel Short's wife, Rea, applauds her husband's play

GARRY Kasparov retained his title as world chess champion last night, drawing his 19th game against Nigel Short. He now needs just half a point from the remaining five games to carry off the lion's share of the £1.7 million prize fund in The Times World Chess Championship.

Short tried a new defence after Kasparov resorted to his favourite Ruy Lopez opening which had brought him victory in games one, three and seven. The challenger side-stepped all previous analysis with his fourth move, 4...d6, introducing the Steinitz Defence Deferred.

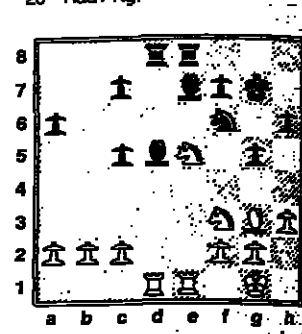
The main feature of the late opening was an early exchange of queens, combined with Short once again defending a ragged pawn structure. In compensation Short enjoyed the advantage of the bishop pair in a relatively open position. After 20 moves Kasparov had already used one hour 23 minutes while Short had used one hour and nine minutes.

After a rook exchange on move 22, analysts thought White had the better position, and after he went a pawn up analysts were surprised at a drawn game.

While they were playing, the organisers were announcing plans for the rest of the

White: Garry Kasparov
Black: Nigel Short
Ruy Lopez

1 e4 e5
2 Nf3 Nc6
3 Bb5 a6
4 Bx4 d6
5 Bxc8+ bxc6
6 d4 exd4
7 Qxd4 Nf6
8 O-O Be7
9 e5 d5
10 Qxd3 dxc5
11 Qxd8+ Bxd8
12 Nxe5 Be7
13 Re1 Q-O
14 Bg5 Be6
15 Nd2 Rf8
16 h3 h6
17 Bf4 Rad8
18 Nd3 g5
19 Bg3 Bd5
20 Rad1 Kg7



21 c4 Bb7
22 Rxd8 Rxd8
23 Bc6 Bxc6
24 Rb7 Rd1
25 Kh2 Ne4
26 Rb7 Draw agreed

☐ Jakarta: Jan Timman, the dutch grandmaster, lost the first game of the resumed Fide championship here against Anatoly Karpov.

Timman, who now trails by 5½ points to 8½ against the Russian, Karpov, in the 24-game series, which started in The Netherlands and moved to Indonesia last weekend, was close to tears after the game. "It's almost over now for Jan," mourned Timman's aide, the American grandmaster Yasser Seirawan.

Timman has been one of the world's top players for almost 20 years. He reached a peak world ranking of number two, behind Karpov, in 1982. He has consistently reached the final stages of the world championship qualifying cycle without earning the right to challenge for the title. (Reuters)

Winning Move, page 48

FOR
CHESS SOFTWARE
& COMPUTERS
Contact
Eureka Electronics Ltd
28 Castle Street, Brighton, BN1 2HD
Tel: 0273 202016/7

THE TIMES checkmate £1,000 to be won every day

CHECKMATE is the new instant cash game that anyone can play. Just check the positions on your Checkmate Card against those printed on the daily Checkmate Chess Board, marking the pieces off on the Checkmate Table as the positions on your card match those of the Checkmate Board. It's so simple to take part — and perhaps win £1,000.

HOW TO PLAY

On your Checkmate Card there are 20 letter-number combinations — g6, h2, a5 and so on. These represent the positions on a standard chess board.

Compare the positions on your Checkmate Card against those on Today's Chess Board (right). If a combination on your card matches a chess piece on the Checkmate Chess Board mark off that piece in the Checkmate Table.

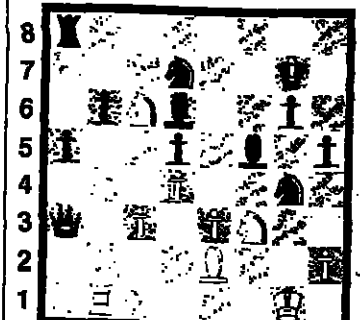
If you are able to mark off all the pieces in the Checkmate Table in any one day, in any order, you win or share in the daily prize of £1,000 cash.

☐ HOW TO CLAIM: If you mark off all the pieces in the Checkmate Table you must claim your prize on the same day by phoning the Checkmate claims line 091-567 0629 between 10am and 3.30pm. Claims cannot be accepted outside these hours. You must have your Checkmate Card with you when you claim.

In the event of more than one valid claim for any prize, that prize will be divided equally among the winners. For General Rules, see the reverse of your Checkmate Card.

☐ TODAY'S WINNER will be announced in The Times tomorrow. There were no winners yesterday.

TODAY'S CHESS BOARD



a b c d e f g h

TODAY'S CHECKMATE TABLE

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

BE A SUCCESSFUL



As with any job, a clear and concise writing style is a must for a young Army Officer.

Reports you write about individual soldiers will affect their chances of promotion and consequently the rest of their careers.

With this in mind, your style of writing is monitored very closely during your time at Sandhurst.

If it's not up to scratch, we'll work with you to improve it. Continual practice and advice from your superiors will help you develop a concise and effective technique.

And it's not only written skills that are handled in this way. In the Army, a potential weakness is not ignored. We help you turn it into a strength.

Project RIGHT image



An operation in the Arctic Circle where the wind-chill factor is -50°C perhaps. You'll never do it unless you have the respect of your area.

Surprisingly one of the easiest ways to achieve this is to look well turned out and confident at all times. It is, after all, what your soldiers want and expect. They like to be proud of their young Officer and boast about her, or him, to their mates in other regiments.

You'll find a year at Sandhurst will more than equip you for this.

And we don't just sharpen up your appearance. Video training is used to boost your self confidence and develop your public persona.

We'll even help you develop your interview technique.

In the Army we pay you to develop all of these skills.

Today's Army is equipped with the most advanced technology available. At Sandhurst you'll work on personal computers but after that you may want to get to grips with a more advanced piece of technology. Anti-aircraft missiles with computerised fire control systems perhaps.



Build your self confidence

Throughout your time at Sandhurst and the rest of your career in the Army, you'll have an amazing variety of challenges thrown at you: five day exercises on Salisbury Plain without a wink of sleep. Helping a soldier with a drink problem. Evacuating sick children from a war zone. Even grappling with an exam on military history. Every day you'll learn more about yourself and the people around you. And as you complete each day and each task, so your confidence grows. It's a wonderful feeling, and the more you accomplish, the better it gets. Especially when you remember that all the time you're learning, you're also being paid.

To apply as an Officer you'll need to be under 25 and ideally should have A-levels or a degree. However if you have a minimum of 5 GCSEs (Grade A-C) including Maths and English you are still eligible. For more details either phone 0345 388 111 quoting 2126, or post this coupon to Major John Guteridge, Army Officer Recruitment, Freeport 43355, Dept 2126, Bristol BS1 5YX.

Full Name BLOCK CAPITALS PLEASE
Address
Postcode Date of Birth
I have or expect to obtain GCSEs A levels
Degree or equivalent

Army Officer

Effective

Daring your career as an Army Officer you'll be faced with some very tricky decisions.

Running a relief operation for Kurdish refugees for instance. Should you straiten fuel, food, or blankets first?

decision

Your decision could be the difference between life and death. At Sandhurst we teach you to evaluate a situation and choose the right option, not just for you but for everyone involved.

making

We'll also give you the courage to take the correct course of action even if it is the least popular one with the men under your command.

Are YOU a BORN LEADER



People aren't born Army Officers, they have to be trained.

You may not think you have what it takes to be a leader of men. (At the moment you probably don't.) But if you do have the potential, the Army will recognise this and help you develop these skills.

While there are certain qualities we expect you to possess, (character, integrity and compassion, to name but a few), there's no such thing as a typical Army Officer.

The diverse nature of the job means that a good officer needs to be an individual first and foremost. That's why at Sandhurst we help you make the best of what you've got.



Wrens new recruits cuts a

MPs from 20 to 25 Commons welcomed the announcement that Wrens are to join the Royal Navy. The announcement was made by the Minister for the Navy, Mr. Peter Ridd, in a speech to the House of Commons. He said that the move was a significant step towards the integration of the armed forces and the promotion of women in the military. The Wrens, who have been part of the Royal Naval School of Maritime Operations, will now be able to serve on HMS ships and in the Royal Naval School of Maritime Operations. The move was welcomed by many MPs, who praised the Navy for its commitment to equality and the promotion of women. The Wrens have a long history of service in the Royal Navy, and their integration into the main body of the service was seen as a positive development. The announcement was made on October 20, 1993.

Commons v

MPs from 20 to 25 Commons welcomed the announcement that Wrens are to join the Royal Navy. The announcement was made by the Minister for the Navy, Mr. Peter Ridd, in a speech to the House of Commons. He said that the move was a significant step towards the integration of the armed forces and the promotion of women in the military. The Wrens, who have been part of the Royal Naval School of Maritime Operations, will now be able to serve on HMS ships and in the Royal Naval School of Maritime Operations. The move was welcomed by many MPs, who praised the Navy for its commitment to equality and the promotion of women. The Wrens have a long history of service in the Royal Navy, and their integration into the main body of the service was seen as a positive development. The announcement was made on October 20, 1993.

Make it easier

Microscopical Work for Windows. This software is designed to make it easier to work with microscopical data. It includes a variety of tools for image processing, including zooming, panning, and measuring. It also includes a database for storing and retrieving images. The software is easy to use and is suitable for both beginners and experienced users. It is available for Windows 3.11 and Windows 95. The price is £49.95. For more information, contact the publisher, Microscopical Work for Windows, at 0203 202016/7.

حکومت پاکستان

Newspapers respond to changing nature of parliamentary democracy



Straw alleges sharp drop in reporting

How much of the oxygen of publicity should we give our legislature? Labour's Jack Straw believes the press does not provide enough of the right kind. His new study concludes that the reporting of Parliament has undergone a greater change in the last five years than at any time in the past 60 years as a result of a sharp drop in press reporting of Commons questions and debates. He then makes the big leap to claim that the public's understanding of democratic government has been seriously weakened.

RIDDELL ON POLITICS

about the trend. *The Times*, in common with other papers, has changed its political coverage since the mid-1980s, reducing direct reporting on the floor of the Commons.

He points to the televising of Parliament, a delayed reaction to the large majorities of the Thatcher years, a generation change among political editors to a younger group who saw traditional gallery reports as boring, plus a change in the behaviour of MPs, who now resort more to press releases to gain coverage.

These points are valid, but incomplete. While cutting back on traditional gallery reports, the press has substantially increased other coverage.

Government decisions, opposition policies and elections are determined less by events on the floor of the chamber than by discussions behind the scenes at Westminster, in Whitehall, in ministerial and party committees, and even the expanded activities of select committees. Reports on Commons exchanges are incorporated in broader political stories.

MPs often complain that political journalists view events too much through the prism of Westminster. But the greater diversity of coverage

has resulted in more stories from around the country. The Conference Countdown series in *The Times* last month reported on the mood in each of the parties from Scotland to the West Country.

The balance is a matter of judgment, and the pendulum may have swung too far on some occasions. MPs naturally feel they are under-reported, as Douglas Hurd complained in a letter to *The Times* after the marathon Commons debates on the Maastricht bill. But big occasions, such as the two big debates at the end of July, are still covered at length.

Reputations can still be made and lost on the floor of the Commons, but Mr Straw takes too rosy a view of its merits.

He argues that "those of us who have to speak from the frontbench of the Commons know that there is no other situation in which our argument can be tested to such a degree and, if it is a weak case, to such destruction." Much of the argument across the chamber is of "a very high quality".

Mr Straw has been luckier than those of us who have experienced more dross than gold.

Despite the change in coverage, high quality backbenchers can still attract notice, as Mr Straw himself did in the 1979-83 parliament and as David Willetts and Geoff Hoon of the 1992 intake already have.

Mr Straw's conclusion that Parliament has been made less accessible to the public and that confidence in the democratic process has been undermined is hard to sustain.

The expansion of broadcasting coverage has opened up the workings of Parliament, more than offsetting the reduction in gallery reports and the sharp rise in the real price of *Hansard*. Meanwhile, the press has broadened public understanding by the increased range and depth of its coverage. The press should not forget the chamber of the Commons. But just as the activities of MPs have become more diverse, so has the coverage.

PETER RIDDELL

Wrens scrapped in new round of navy cuts and changes

BY MICHAEL EVANS, DEFENCE CORRESPONDENT

MORE cuts and changes in the Royal Navy were announced yesterday on the second day of the defence debate, with the closure of a training college and a reduction in submarine facilities.

Jeremy Hanley, the armed forces minister, also announced that the Queen had given her approval for integrating the Wrens into the Royal Navy.

The Royal Naval Engineering College, Manadon, in Plymouth is earmarked for closure. The navy no longer feels justified in having its own specialist university which costs £10 million a year. The number of students has dropped from 60 to 30, and from autumn next year they will go to Southampton University to do their engineering course. Manadon employs 170 civilians and 20 teaching staff. Although most of the civilians will be found alternative jobs, there are expected to be some redundancies.

Seven submarine berths in Scotland and Wales are to be given up because the navy will have fewer submarines. The Scottish berths are at Loch Fyne, Lamlash, Loch Torridon, Loch Na Biste and Thurso Bay. The two in Wales are at Barry and Swansea. The bases are mostly small jetties or mooring buoys used by submarines calling in for rest and recreation.

ROYAL NAVY	
Manpower	63,500
Nuclear-powered ballistic missile subs	4
Nuclear-powered subs	14
Conventionally powered subs	10
Destroyers / frigates	44
Helicopter carrier	0
Landing platform docks	2
Minisubmersibles	38
RFA Commando frigates	3
Sea Harriers	24

ARMY	
Manpower	160,400
Infantry battalions	55
Armoured regiments	13
Armoured recon regiments	5
Artillery regiments	20
Engineer regiments	13
Army Air Corps regiments	4

ROYAL AIR FORCE	
Manpower	86,700
Tornado F3	82
Hawk	72
Avon	0
Tornado GR1/1A/1B	148
Harrier	74
Jaguar	40
Minors	35
Support helicopters	93
Transport and tanker aircraft	94

expected before the end of the century.

Wrens have been serving at sea since 1990 and there are now 60 women officers and 700 ratings in 25 vessels. No more than 20 per cent of a ship's crew can be female because of the difficulty of providing accommodation.

Although the navy has a "no touching" rule for the mixed crews, there have been several highly publicised cases where

the guidelines have been broken. Since 1990 there have been eight courts martial involving Wrens. Once the Wrens have been integrated into the navy, a senior woman officer will be appointed to look after their interests.

It was also announced that, after a review of merchant navy manpower, the defence ministry is satisfied that the 12,000 British officers and 14,500 ratings on British-owned ships are enough to meet requirements in the event of a war.

The 5,000-man defence ministry police force is to be put forward as a candidate for converting into an independent agency under the government's programme for streamlining the civil service.

A new code of practice for submarines to avoid collisions with fishing vessels was announced during the debate. After consultation with fishing industry associations, it has been agreed that submarines at periscope depth must keep 1,500 yards away from all fishing vessels and, when dived, at least two nautical miles away.

Most routine transits of submarines through coastal waters will now also be undertaken on the surface and training exercises in the Clyde will be concentrated at weekends when no fishing is permitted.



Richard Ryder, Tory Chief Whip, sharpens his claws to tackle Nicholas Winterton, left, Bill Cash and James Cran. For the moment, though, MPs are more exercised by the issue of an invasion of mice in Westminster

MP seeks a better Commons mousetrap

BY ARTHUR LEATHLEY, POLITICAL CORRESPONDENT

THE febrile debate on defence spending cuts has switched abruptly to feline combat methods.

Labour MPs, alarmed at the prospect of high public spending to repel an invasion of mice at the Palace of Westminster, have launched their own defence programme.

The palace has fallen to a renewed charge by brown mice, which have beaten the antiquated Commons mouse defence system via myriad pipes and ducts. Although mouse-traps laid throughout the summer have had some effect, some combative MPs are calling

for more high-technology weaponry such as electrocution.

But Dennis Turner, MP for Wolverhampton South East, yesterday dismissed such prophylaxis and demanded: "Get a cat. There is no need for all this experimentation when there is a tried and tested method which is also cost-effective."

Mice have been causing distress in some of the most popular areas of the palace, from the riverside Terrace to the famed Annie's bar, leaving some MPs, of both sexes, perched fearfully on tables and chairs.

As yet, no backbench squeals in the Commons chamber have been attributed to the scuttling invaders, but such is the concern among MPs that Labour members have tabled a Commons motion protesting that mice "are disturbing serious political discussion".

Mr Turner, the proposer of the motion, even suggests his own homemade armoury. "My tabby cat Tibby is produced to produce. I am prepared to present the Palace of Westminster with one or two kittens as a contribution to resolving this sensitive problem," he said yesterday.

Commons welcomes new role for women sailors

BY ROBERT MORGAN, POLITICAL STAFF

MPs from all sides of the Commons welcomed yesterday's announcement that the Wrens are to be integrated into the Royal Navy. Only Winston Churchill, the Tory MP for Daventry, expressed doubts about the move.

Speaking during the second day of the Commons two-day defence debate, Mr Churchill said that if war were threatening, the government would not be committing women to frontline tasks.

Jeremy Hanley, the armed forces minister, poured scorn on the claim. He said that Britain had had a woman prime minister and there was no reason why women could not achieve anything a man could achieve. Although women were not yet serving in

submarines, that decision would be "revisited" in about five years, he said.

Dame Elaine Kellie-Bowman (C, Lancaster) said that during the war women serving on RAF stations were doing jobs every bit as dangerous as the fighting forces.

Mr Hanley pointed out that women served in a number of dangerous uncover roles during the war, notably in the Special Operations Executive. Many suffered much more than men serving in conventional theatres, he said.

Mr Hanley said that there were at present nearly 800 Wrens serving in 27 ships. It would be foolish, he added, to pretend that incidents did not occur. "It would be surprising if the navy were the only

workplace where this was not the case," he said. "But the great majority are going about their jobs in a responsible, disciplined and sensible way."

Asked about how many Wrens had been discharged over the past 20 years after becoming pregnant, the minister said that he did not carry the figures around with him.

Mr Hanley rejected media claims that there were now more civil servants in the Ministry of Defence than there were men and women in the forces. There had been a marked reduction in civil servants in recent years, he said, and the number of bureaucrats was now down to 30,000.

He emphasised the importance of the government attached to increasing efficiency

among support staff and was backed by Keith Munn (C, Wye). He said that the ministry had made great strides in efficiency savings in recent years. "If every department had done what the Ministry of Defence had done we would not have such a large public sector borrowing requirement," he said.

Mr Hanley's further announcement of a code of conduct for submarines in the vicinity of fishing fleets, was also widely welcomed.

With the threat of further defence savings dominating the debate, the government was again left in no doubt that deep cuts would not be acceptable. Sir Nicholas Bonsor, chairman of the all-party defence committee, said that in

two years there would be 32 admirals — exactly the same number as top civil servants in the Treasury. "I know where I would like to see the axe fall," he said.

For Labour, John Reid repeated his party's call for a detailed and independent defence review. He said there was a mismatch between commitments and resources and the only way to resolve this was through a review. He welcomed the scrapping of the proposed tactical air-to-surface missile (TASM), pointing out that for two and a half years he had been saying it could not be afforded and was not needed.

Chiefs' warning, page 2
Peter Brookings, page 18

Pardon sought for war 'victims'

BY ALAN HAMILTON

ON A pilgrimage to France last weekend, Janet Booth found the name of her grandfather, Private Harry Farr, inscribed with 73,000 others on the monument at Thiépval Ridge that lists a fraction of the fallen in the Great War.

But a visit to the nearby war cemetery yielded no sight of any gravestone. The trouble with Private Harry Farr was that he was executed, at the age of 26, for cowardice.

Shell-shocked and terrified after two years on the Western Front, Farr was one of 307 soldiers felled by the bullets of their own side's firing squads for offences that ranged from falling asleep at their post to punching a sergeant on the nose. Yesterday Andrew Mackinlay, Labour MP for Thurrock, achieved the first reading in the Commons of his 10-minute rule bill which

seeks a pardon for those men executed under a system of summary justice.

"My grandfather had been at the front since 1914," Mrs Booth said yesterday. "He fought at Flanders. We found the place where we believe he refused to go over the top at the Somme on September 16, 1916, and we found the château where we think he had his court martial."

A War Office file, released under the 75-year rule, says Private Farr was ordered to go to the trenches but kept saying: "I cannot stand it." He was escorted towards the front line screaming and struggling, but broke away and ran back, only to collapse. He had recently been released from hospital after being treated for shell-shock.

Mr Mackinlay has been campaigning for posthumous pardons for the executed men. Earlier this year John Major wrote to Mr Mackinlay: "No evidence was found to lead us... to think that the convictions were unsound or that the accused were treated unfairly at the time."

Mr Mackinlay's bill will go no further, but he wrote to the prime minister last night asking him to look again at the issue.

Next month is the 75th anniversary of the day the monstrous guns finally fell silent, and an entire generation lay dead for nothing.

In Parliament

Commons (2.30): Questions: environment, National lottery bill, Lords amendments.
Lords (2.30): Railways bill, report, third day.

Achieve superior total-body exercise—sitting down.

NordicSport Row: the easiest way to look and feel your best. Clinical research in the U.S. proves that aerobic exercise strengthens your heart and lungs, boosts your energy and reduces stress. Not only will you look and feel better, but you'll find yourself more alert with more energy to do your best every day. And nothing exercises your total body as completely and easily as NordicSport Row.

Sit down to a life-enhancing total-body workout. With a NordicSport Row exerciser you get a total-body aerobic workout while you're sitting down! Unlike ordinary exercisers that work just your legs, NordicSport Row effectively tones and conditions both your upper and lower body to help you get the most out of your daily activities.

NordicSport Row is so efficient, it burns 20% more calories than stairsteppers and 8% more calories than exercise bikes according to research in the U.S.! You'll be better able to control your weight and tone your entire body, so you can look your best. Plus, you'll have increased energy so you can enjoy your leisure time!

Our superior design ensures total comfort. The unique anatomically contoured seat protects you from straining your back. Only our exclusive split-resistance mechanism lets you set separate resistance levels for your upper and lower body, so you get the workout that's just right for you. And the exclusive **graphite-composite construction** of NordicSport Row flexes with your body's motions for a safe, yet challenging workout that offers maximum results. You just can't get a better workout!

Call 0800 616179 today for your FREE informational brochure!

nordicsport
by NordicTrack

FREE video and brochure!

☐ Please send me a FREE brochure
☐ Also a FREE video

Name _____
Address _____
Post Code _____
Telephone (____) _____

Send to:
NordicTrack (U.K.) Ltd., Dept. DT413
3 Collins Road
Heathcote Industrial Estate
Warwick - CV34 6TF
Tel: 0936 430090 • Fax: 0926 470811

Not a mail-order indication, unless you specify for a brochure, 01913 NordicTrack (U.K.) Ltd. All rights reserved.

Putting together a CV?

Make it easier with Microsoft Word for Windows.

Microsoft is a registered trademark and Word is a trademark of Microsoft Corporation.

Moscow police press Yeltsin to endorse racist clampdown

FROM ANATOL LIEVEN
IN MOSCOW

THE policeman responsible for administering the curfew in Moscow yesterday called for permanently increased powers for the Russian force. His appeal will have the sympathy of most Muscovites, but will be unwelcome to Caucasian minorities. They have suffered badly under a campaign against "illegal" residents, widely denounced as racist.

General Aleksandr Kulikov said that the police have asked President Yeltsin to raise the period of detention without charge from three to 30 days. He said that the extra police measures employed under the state of emergency, lifted on Monday, had cut crime in Moscow by a quarter, and said that police would "try not to let up the pressure".

If Mr Yeltsin were to raise the detention period without any parliamentary vote, this would certainly cause strong protests

■ Caucasians, prominent in business and trading, are an easy minority target for Russians seeking scapegoats. Xenophobia is in danger of becoming an institution

among Western human rights groups. Helsinki Watch has denounced the measures to enforce the residence permit system, saying this amounted to deportation and was being used in a racist manner against people of Caucasian and Central Asian nationality, several thousand of whom have been deported.

The police and Moscow authorities do not try to hide the fact that the system is being used against Caucasians. There are political advantages to such an approach. Caucasians are unpopular among most Russians, who call them "blacks".

The concentration of Western reporting on the threat of anti-Semitism in Russia

has tended to blur the fact that anti-Caucasian feeling is vastly more widespread and dangerous. Caucasians are blamed for the rise of organised crime and for supposedly rigging the prices in the Moscow markets.

A Chechen friend traced the measures against Caucasians to the downfall of Russian Khabulov, the parliamentary chairman and a Chechen. "The police have wanted to do this to us for a long time, but the presence of Khabulov at the top was some sort of protection — though he never in fact did anything for the Caucasians here. Now the police feel free to do what they like, and we are all

worried. For example, they use the president's decree freezing the accounts of firms which supported the rebels to harass Caucasian firms, threatening to freeze their money if they are not paid off."

In the Dorogomilovskiy market, normally full of Azerbaijani traders, the signs of the anti-Caucasian policy were evident. The huge hall was barely a quarter full. Outside, policemen were checking documents. A trader from Baku, the Azerbaijani capital, said that most of his friends and relatives had left. "They ran out of money to bribe the police. Often the police don't even look at your documents, they just look at your face and then ask for money." He and the handful of other Azerbaijani traders in the market said that they have all suffered abuse from Russians: "Take your mafia and go back home." Akber Zeinalov, an elderly smallkeeper, said: "Most of the mafia are in fact Russians, and we all suffer from them alike. But it's easy for the Russians

to blame us for everything that goes wrong." Russian hatred of the Caucasians was evident among traders and shoppers. Marina, a farmer's wife, said: "The authorities should have kicked them out long ago. They just come here to speculate and steal."

One driver spat with fury every time they were mentioned. "I don't have anything against the people in principle, but I am sick of seeing them in Moscow, swagging around and pushing Russians out of the way. Do you ever see a Caucasian queuing for a metro ticket? They just go up to the conductor and pay him extra for a dozen tickets. It's time they were frightened a bit."

Appealing to such sentiment, Yuri Luzhkov, the mayor of Moscow, announced plans for a visa system, saying that this would benefit "honest Russian traders" selling "traditional Russian produce." Such chauvinism will intensify as the election campaign gathers pace.



A Gypsy trader in Moscow, where street bigotry is becoming rampant

Russia offers joint force to repel attacks on Georgia

FROM ANNE McELVOY IN MOSCOW

RUSSIA said yesterday that it was prepared to offer joint military action with other members of the Commonwealth of Independent States to the Georgian government, which is desperate to ward off advances by opposition forces in the troubled republic.

Moscow was responding to an appeal made by Eduard Shevardnadze, the Georgian leader, to Russia, Armenia and Azerbaijan for help to protect a vital supply route to the capital Tbilisi, which is threatened by the recent gains made by rebel troops in the Mingrelia region of western Georgia.

Andrei Kozirev, the Russian foreign minister, told the Interfax news agency that "tough measures" could be needed to regain control of the route. "This road is a lifeline for Tbilisi and for Russian military units based in Georgia," Mr Kozirev said.

However, Pavel Grachev, the defence minister, speaking during a visit to Finland,

hinted at the Russian military's reluctance to get involved in the dispute and emphasised that any help would have to be limited so no military action could be construed as "interfering in the internal affairs" of another country. "Georgia is an independent state with which Russia does not have any agreement on mutual military co-operation," he said. "Georgia is not a CIS country."

His comments reflect the strong reservations among Russian military leaders about giving any help to Mr Shevardnadze, a former Soviet foreign minister blamed by many generals for hastening the demise of the Soviet Union and with it their role as a world power. His comments about Georgia's independence from the CIS are calculated to rub salt into Tbilisi's wounds since Mr Shevardnadze said two weeks ago that he was prepared to take the country into the commonwealth if Moscow helped it retain its territorial integrity.

The tone of Mr Grachev's pronouncement contrasts sharply with that of the foreign ministry, indicating that the military are calling in their debts after supporting President Yeltsin in the face of the parliamentary uprising earlier this month.

Mr Shevardnadze, looking drawn and depressed, appealed on television for assistance late on Monday night after hearing that forces led by Zviad Gamsakhurdia, the ousted Georgian president, had taken control of Samtredia, a key road and rail junction 150 miles from Tbilisi. The rebels now control the Black Sea port of Poti and yesterday they captured the town of Lashkhiuti, west of Samtredia.

"We are in the most difficult, not to say catastrophic situation," the Georgian leader said. "We now face the threat of famine not only in Georgia but in Armenia as well."

Armenia and Azerbaijan have yet to respond to the appeal although their own supply routes are threatened by the development. Mr Kozirev emphasised that Russia will not proceed unilaterally with intervention.

■ Kiev: President Kravchuk of Ukraine accused the West of failing to help his country to disarm and said it should keep some of its former Soviet nuclear missiles. (Reuters)



Spanish plainclothes policemen inspecting the wreckage of a car used by two masked gunmen to escape after killing an air force general in central Madrid yesterday. General Dionisio Herrero Albinana, 63, medical director of Madrid's military hospital, was shot

as he left his flat (Edward Owen writes). His driver, 23, was seriously ill after surgery for an abdominal wound. The gunmen later blew up their car outside a government building. Police said the attack bore all the hallmarks of Eta, the Basque separatist group.

"Seven or eight shots were fired by two men wearing hoods," a witness said. "An elderly man lay dead on the pavement and the driver was wounded in the car." In southern France a Basque terrorist was killed when a car bomb he was preparing exploded.

Owen looks to a 'Middle East' solution for Serbia and Croatia

FROM TIM JUDAH IN ZAGREB

NEW diplomatic initiatives are being prepared to kick-start peace talks between Yugoslavia and Croatia, the breakaway Serb region of Krajina and Serbia.

Lord Owen, the European Community mediator, said yesterday that a renewed emphasis was being placed on the relationship between Croatia and Serbia and that "quiet and private" diplomacy was now the order of the day. "You will never get a serious peace until the Zagreb-Belgrade question is settled," said Lord Owen.

According to senior United Nations sources in Zagreb, Lord Owen and Thorvald Stoltenberg, his UN counterpart, were "looking at the Middle East model". This meant that the parties were being encouraged to talk in secret, possibly in Norway, just as the Israelis and Palestinians had done. Mr Stoltenberg is a former Norwegian foreign minister and the key UN diplomat steering Serbo-Croat talks is also Norwegian.

Lord Owen said that with winter approaching it was

vital to revive talks on Bosnia but also to make talks between Croatia, the breakaway Serb region of Krajina and Serbia, a priority. The basic thrust of what is being called the "global solution" is that Bosnia cannot be solved in isolation and that all the main problems must be tackled at the same time. One idea being



Owen: busy working on a new approach to talks

floated is that Krajina would be given autonomous status within Croatia and that Serbia would give autonomy to ethnic Albanians in their southern province of Kosovo. The dilemma, according to Lord Owen, is where to draw the line between genuine autonomy and an unacceptable "precursor to secession". Ever since the predominantly Muslim Bosnian parliament effectively rejected a plan to turn Bosnia into a union of three states, Lord Owen has played a low profile role. This has masked frenetic diplomatic activity as he and Mr Stoltenberg have been working on the new approach.

Although publicly the Bosnian talks have stalled, Lord Owen said that discreet discussions between the parties were constantly being held and that the peace process was far from dead.

While the Serbo-Croat relationship is the central issue in former Yugoslavia, there is no evidence that any side is willing to compromise. Presi-

dent Tudjman of Croatia denounced the idea last week saying that he saw in it a plot to recreate some form of Yugoslavia. However, having beaten off headline rivals at a party conference over the weekend, Lord Owen said that he noted a greatly improved atmosphere between the UN and the Croatian government.

A leading UN diplomat in Zagreb said Lord Owen was right to pursue the new approach. However, he noted that there was no cause for optimism.

Our intelligence people say that both the Croats and Serbs are preparing for war and what we must do is to try and head this off. ■ Prisoners freed: More than 700 Muslim detainees were released from a Bosnian Croat camp yesterday at the start of one of the biggest exchanges of prisoners in the Bosnian conflict. Bosnian government forces were due to free some 300 Croats from a detention camp in the Muslim stronghold of Konjic. (Reuters)

Nato shies away from embracing its former foes

BY LAWRENCE FREEDMAN

SHOULD the Nato alliance be extended eastward to include former Warsaw Pact countries? The issue has been raised by elements in the German and American administrations. Nato defence ministers meet in Trondheim in Germany this week to consider post-Cold War European security, and the Nato-East European relationship will be on the agenda for the next summit in January.

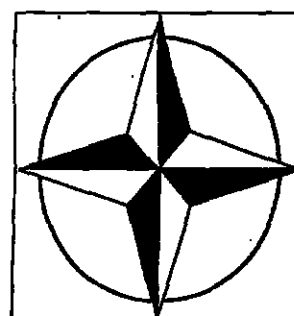
In the most likely candidate countries — Poland, Hungary, the Czech Republic and possibly Slovakia — the issue has become a talking point. Observers of the new Polish government, which contains former communists, see that attitudes on this question are serving as a litmus test for the orientation of its foreign policy. Within Nato there, however, attitudes are more varied. Others argue that membership can reward democratic reforms.

So serious has the debate become that Russia has been obliged to warn Nato against such a step. Though at one point last month President Yeltsin seemed to suggest that he would not mind if Poland joined, now he is giving more emphasis to the condition that this would only be if Russia could join, too.

The debate is serious yet, in a critical sense, phoney. It is serious because it touches on the security anxieties of post-communist countries. It is phoney because there is no chance that Nato will be extended eastward and to suggest such a measure as a possible solution to the security concerns of these countries is to set them up for disappointment.

Nato will not expand because the key countries do not want to extend the key benefit of alliance. Article 5 of the North Atlantic treaty requires that "an attack against one or more of the parties will be treated as an attack against them all". Such a commitment could draw Western countries into territorial disputes in the centre of Europe, which are unlikely to threaten the continent's equilibrium. If the disputes were among the new members, they could paralyse the alliance's decision-making.

The main reason to offer a security guarantee would be if there was a renewed danger of Russian aggression. The most serious danger of a clash is with Ukraine. Nobody has even hinted that any promises should be made to Kiev. So by offering guarantees only to those countries unlikely to



Most important is to follow a policy of active engagement in the affairs of Eastern Europe to nip developing crises in the bud. One lesson from the Yugoslav tragedy is that the international community is likely to be defeated once a crisis has passed a certain stage because it will be unwilling to devote sufficient resources to get it under control.

One problem with Yugoslavia was disbelief that something so vicious and cruel could develop in modern Europe. Another problem was that the people who should have been focusing on Yugoslavia were preoccupied. Crisis management became entangled with an intense debate over how the EC might develop.

It would be a shame if next time the distraction was Nato, and the question of its enlargement became another example of Western elites avoiding questions by rephrasing them in institutional terms.

Lawrence Freedman is professor of war studies at King's College London

NEWS IN BRIEF

Israel hints at release of detainees

Jerusalem: Israel freed Salim Muhammad Zrei, 30, the longest serving Palestinian prisoner in its jails, signalling the possible start of a release of thousands of Arab inmates (Richard Beeston writes).

Israel said the move was a "confidence building measure" before the resumption of Israeli-Palestinian negotiations today in Tabat, Egypt. The defence ministry said that Mr Zrei, who served 23 years in jail as a member of the Fatah group loyal to Yasser Arafat, the PLO leader, was set free as a reward to the organisation for shunning violence in the past month. Israel dropped seven Fatah activists from a "wanted" list.

Aboriginal deal

Sydney: Paul Keating, the Australian prime minister, yesterday announced that Aboriginal land rights would be enshrined in law and said it would pave the way to racial reconciliation. (Reuters)

Border pact

Hanoi: Former enemies China and Vietnam have agreed to shun the use of force over border disputes on land and at sea. The accord was the first since they started border talks 19 years ago. (Reuters)

Russians killed

Algiers: Three gunmen killed two Russian military officers and wounded a third in the Sahara desert town of Laghouat, 210 miles south of here. The men were teaching at a military school. (Reuters)

Rover's return

Paris: President Mitterrand's black Labrador, missing for more than a month after escaping, is home thanks to a televised appeal. The dog had been adopted by a woman in northern Paris. (AP)

Soiled goods

Copenhagen: Archaeologists began digging up a Danish field outside Dystrup after children uncovered seven 3,600-year-old bronze swords while harvesting potatoes. (Reuters)

Ossi Park offers hell of a holiday

FROM ROGER BOYES IN BONN

Move over dinosaurs, make way for East Germany's scratchy "Stalin's Revenge" lavatory paper, rented Trabants, and leather-jacketed secret police who knock on your door at midnight. In the year that saw *Jurassic Park* become a hit, its real-life German equivalent, Ossi Park, is on the drawing board.

Frank Georgi, the Berlin concert manager who fled to the West from East Germany in 1989, is bidding for 200 hectares of former military terrain near Wandlitz, 20 miles north of Berlin, and intends to recreate the extinct German Democratic Republic for the pleasure of masochistic package tourists. The plan is to seal off the land with barbed wire, searchlights and barking dogs.

Inside the compound, the tourists will be able to watch videos of East German television propaganda programmes, live in cramped, damp, socialist-style apartments and, if they complain, be arrested and interrogated by secret police. After 14 days the visitors will be allowed to leave — and not a moment earlier. Any attempt to escape will be punished with a few hours' solitary confinement and some playful slaps across the face. Superficial-

ly at least, Ossi Park — the name has already been registered by Herr Georgi — seems like an idea whose moment has come. It corresponds perfectly to the depressed mood in Germany. Easterners say they long for the old familiar products of the communist era — the nicotine-heavy cigarettes, the greasy margarine, yoghurts and face creams, as well as the old prices and job security.

As soon as Herr Georgi came up with his plan, east Germans started to send him cratesloads of blue Free German Youth shirts and other nostalgic items. Opinion is divided, though, between those who believe that Herr Georgi's idea is perverse and those who think that it can somehow help the West to understand the East.

The area of the park is close to the exclusive villa colony of the East German politburo. It includes the apparat's huge nuclear bunker, and borders on a lush 18-hole golf course that was reserved for the party elite. The theme park itself will try to recreate something of the social gulf in the real East German state. There will, for example, be a make-believe polytechnic and more or less plush

hotel rooms for richer guests, while a mouldy health centre and dirt-dogged apartments will be offered to the majority of ordinary tourists. The prices in the self-catering section of the compound will be at the fixed East German levels, but tourists will have to change their money — as they did in the days of Erich Honecker, the former East German leader — at an artificially high rate.

There will be a black market with currency dealers and police informers. A team of actors is being recruited to play the many unpleasant characters who featured in the everyday bureaucratic life of the extinct state. A double of Herr Honecker has been signed up to take the salute at parades, all of which will be compulsory for the package tourists.

There is some hope that American and Japanese tourists will be lured for a quick taste of the Cold War. In some ways Ossi Park will be like any theme park, but instead of queuing for rides visitors will be queuing for food. Unlike Disneyland, however, there will be no chance of anyone wanting to come back: indeed the visitors (or internees) will be lucky to get out.

Britain pledges extra £5m relief to Angolan starving

BY MICHAEL BINYON, DIPLOMATIC EDITOR

BRITAIN announced yesterday that it would give a further £5 million of emergency aid to Angola, as three UN officials travelled for two days in the besieged Angolan city of Cuito were reported to have returned to Luanda, the capital.

The officials, including Mercedes Sayagues, the World Food Programme liaison officer, flew in after UNITA rebels gave permission for a UN plane to fetch them. The guerrillas had earlier refused to allow the three officials, said to be unarmed, to leave, but yesterday gave clearance for the flight. There were no plans, however, to resume emergency food flights to the central highland city, where about 30,000 people have died of starvation and disease in the past nine months.

Baroness Chalker of Walla-

sey, the minister for overseas development, said Britain would send a relief flight to Angola on Friday, containing tents, blankets, medical kits for 30,000 people, cooking utensils and supplementary feeding packs for 2,500 children. The aid supplies will be distributed by the United Nations Children's Fund.

British experts visited Angola last week to assess its needs. Britain has already provided £3 million in humanitarian aid, but charities have given a warning of a drastic deterioration in public health in the government-held areas where 70 per cent of the population live.

Save the Children said that the health crisis had grown as people crowded into the coastal zone to escape the war. Infant mortality, at 300 per 1,000, is the highest in the

world. Maternal mortality has doubled in the past year, 57 per cent of children in the city of Lobito showed evidence of severe malnutrition, and the birth weight of babies is falling.

Relief workers who entered Cuito on the first of the weekend relief flights said that 60 people were dying every day from starvation and untreated combat wounds.

Officials were yesterday trying to negotiate with UNITA to allow airlifts into the city, 415 miles southeast of Luanda. The flights were grounded on Sunday after accusations that they were smuggling weapons to government troops and threats to shoot them down. Planes loaded with emergency supplies were waiting at Luanda airport for rebel clearance. "It's a bitter frustration," a UN aid official said.

Buy a new three or
October and we'll give y
That's 40% deposit
On the Road...
£11,115
In return for which y
pleasures of being a Civi
the range, includes powe
THE CIVIC

0% finance.



(Don't say we never give you nothing.)

Buy a new three or four-door Honda Civic* before the end of October and we'll give you a 0% finance deal.

That's 40% deposit and the balance interest free over two years.

Typical Example: Civic 3 Door LSi Manual						
On the Road	Deposit	Balance	Flat Rate	APR	Monthly Payments	Total Amount Payable
£11,515	40%	£6,909	0%	0%	1 x £287.99	£11,515
					23 x £287.87	

In return for which you get to experience the many and varied pleasures of being a Civic owner. Which, on nearly every model in the range, includes power-steering, electric windows and the peace

of mind of Hondacare Assistance. The VTi model also boasts the remarkable VTEC engine and ABS as standard.

But the thing that all Civics have in common is the much talked-about unique Honda driving feel.

If you'd like to experience one of life's best feelings, just call the phone number below and we'll give you details of the Civic 0% Finance deal and our other flexible offers.

While you're about it, why not arrange to test drive a Civic? It costs nothing and once you've driven one, we think you'll agree there's nothing quite like it.

THE CIVIC 0% FINANCE OFFER. PHONE 0800 159 159.



*OFFER EXCLUDES CIVIC BALI AND CRX RANGE. OFFER SUBJECT TO STATUS AVAILABLE ON CIVICS BOUGHT AND REGISTERED BETWEEN 1ST OCTOBER TO 31ST OCTOBER 1993. WRITTEN QUOTATIONS AVAILABLE FROM CHARTERED TRUST PLC, 24-26 NEWPORT ROAD, CARDIFF CF2 1SR. CAR SHOWN CIVIC VTi 3 DOOR. PRICE £14,550. CORRECT WHEN GOING TO PRESS. EXCLUDES ROAD FUND LICENCE AND THE STANDARD ON THE ROAD PACKAGE OF £395 FOR DELIVERY AND NUMBER PLATES.

Lonely Stalinists relax iron grip in search for new friends



Nationalist message: a huge Pyongyang poster

FROM JAMES PRINGLE
IN PYONGYANG

SIGNS of a minor economic and social — if not political — relaxation are appearing in communism's last Stalinist bastion, North Korea. The moves have been forced on Pyongyang by the collapse of the Soviet Union and its client East European states and China's pragmatic opening of diplomatic relations with South Korea.

Economic considerations and chronic food and fuel shortages are a key factor in this. "They see themselves as small, isolated and surrounded by enemies, and are looking for new friends, especially in West Europe," said a foreign businessman.

Twin portraits of "Great Leader" President Kim Il Sung and

■ Freedom to move around unescorted, talk to ordinary people and buy foreign goods are all signs of changing attitudes in North Korea

"Dear Leader" Kim Jong Il, his son and political heir, stare down from every flat and office wall, making George Orwell's 1984 seem like mild parody. But tangible signs of change include the appearance of taxis on Pyongyang's streets, and a limited number of bicycles, which until recently were regarded virtually as a security threat as it enabled people to act independently of the state-run transport system.

The last time I visited Pyongyang a decade ago, it was impossible to leave the hotel unescorted.

This time, I asked a taxi driver to take me to a hotel across town. He complied without demur.

I hopped on to a crowded tram car with a colleague. As we had not bought tickets, not knowing how to, a young man handed us two with a smile, and two women each holding young children offered their seats and seemed disappointed these were declined.

Such actions as a taxi or a tram ride would be commonplace elsewhere; in the Democratic People's Republic of Korea they are an indication that attitudes are eas-

ing. The changes are only cosmetic but similar shifts were the harbinger of real change in China in the early 1970s.

One of the few signs of free enterprise is private photographers who snap wedding couples and families in parks. (Photographers were also first to start private businesses in China.)

Now there are also a few private cars, owned mostly by North Koreans whose relatives overseas have remitted hard currency. Shops are selling foreign goods, including multiband radios. Previously all radios were fixed to only official Pyongyang programmes so that North Korea's 23 million citizens were not exposed to "contamination" by South Korean programmes. New colour television sets can also receive South Korean programmes, but one

North Korean official said: "No body here would watch them because of the lies they tell about us."

"All this has happened in the past year," noted a foreign businessman, who said he was thinking of starting a joint venture with North Korean counterparts. "Any one getting in on the ground floor, as in China a decade back, is going to make a lot of money here," he said. "They are very eager for joint ventures or even wholly-owned foreign projects, with no problem about repatriation of profits."

There is severe economic malaise. There is, officials said, a severe petrol shortage. This stems from Russia's insistence that oil must be paid for in hard cash. Previously Pyongyang received petrol either in barter or at very low "friendship" prices. Meat is also in short supply. "It

is hard to get meat," a North Korean said, though some was sometimes available on the black market at five times the official price.

Rice was being harvested, but in fields where the grain had already been stacked some people were picking up individual grains, which they are apparently allowed to keep. Most people seem to subsist on rice, kim chi (pickled cabbage) and radishes.

Although this is a rigidly controlled police state, it is now much easier to talk to North Koreans. While some shy away, most gather around eagerly and begin to talk about life's simple things, mostly their families. On a previous visit, I could only talk to a few supervised people who stood to attention, including housewives, and barked back replies.

US denies Aidid deal over troop withdrawal

FROM IAN BRODIE IN WASHINGTON AND
MARTIN FLETCHER IN PORT-AU-PRINCE

PRESIDENT Clinton decided yesterday to pull the US army's battered force of Rangers out of Somalia, in yet another foreign policy about-turn. At the same time, he was grappling with members of Congress, who were trying to undercut his powers to use military force in Haiti, Bosnia and other troublespots.

The withdrawal of the 600 Rangers confirmed that American policy has switched from hunting down General Muhammad Farrah Aidid, the fugitive warlord wanted for the deaths of American and United Nations peacekeeping troops, in favour of a political settlement with him and other clan leaders.

White House officials trumpeted the change. Dee Dee Myers, the president's spokeswoman, said: "We've shifted the focus of the mission from security to the political track, with some success, I think. This is a confidence-building move."

Officials reacted angrily to an NBC news report that the decision to withdraw the Rangers was part of an agreement worked out between General Aidid and Robert Oakley, the envoy sent to Somalia two weeks ago. Nor, officials insisted, was the pull-out linked to the release of Chief Warrant Officer Michael Durant, the captured US army helicopter pilot.

The White House said the Rangers were being flown home because the 3,600 US marines sent to patrol the

coast had arrived. The Rangers leave with their reputation in tatters. They are part of the special forces built up by the Pentagon over the past eight years at a cost of \$20 billion (£13.3 billion). They are trained in urban warfare and assault-and-rescue operations, yet these skills were insufficient to find General Aidid.

On the home front yesterday, Mr Clinton sent a letter to the Senate expressing his "grave concern" over amendments proposed by Robert Dole, the Republican leader, and others to restrict his freedom to send young Americans into combat. It was a confrontation rich in irony and role reversal.

As a young Democrat during the Vietnam war, Mr Clinton was a strong advocate of limiting the president's powers to conduct military operations. During the past 12 years of Republican presidents, Mr Dole has favoured giving them a free hand. To add to the incongruity, Mr Dole admitted that if he were president, he would oppose attempts to curb his authority.

The argument is also a reflection of growing vexation with foreign policy. The attempt to shackle the president came as six American warships led the international effort to reimpose UN economic sanctions on Haiti, where military leaders are refusing to honour an accord to restore the elected president, Jean-Bertrand Aristide. The regime's supporters have



A Haitian woman walking past anti-Aristide graffiti in Port-au-Prince, where military leaders are refusing to honour their agreement to restore the exiled president to power

threatened violent reprisals when sanctions begin to bite, so security arrangements for Americans and key Haitian democrats are being intensified. The US embassy was shipping in armoured vehicles for Robert Malval, the prime minister, and other members of the interim government. Anthony Quainton, assistant Secretary of State for diplomatic security, flew in to see how US diplomats could be better protected.

Intensifying the pressure on Haiti's military strongmen to resign, Mr Clinton froze their US assets, revoked their visas, and ordered the warships to move closer to shore so they would be visible. General

Raul Cedras, the army chief, said that the international sanctions would be a "catastrophe".

The commercial, oil and arms embargo was an "act of war", said Evans Francois, brother of the Haitian police chief who is the most ruthless opponent of Mr Aristide. "As the pressure increases, so will violence increase," he said.

Washington's dispute over who can authorise military operations goes back more than 200 years. The constitution says that only Congress can declare war but it makes the president commander-in-chief of the armed forces, a loophole that has enabled the White House to launch over-

seas operations. Mr Dole claimed he had sufficient votes in the Senate to back his amendment, which would oblige Mr Clinton to seek congressional approval before using force in Haiti. Other than that, Mr Clinton would have to meet congressional criteria. A second amendment would apply similar restrictions to Bosnia, where Washington has offered 25,000 troops to join a Nato peace-keeping force if a truce is reached. The amendments were being tacked on to the Pentagon budget bill due for debate later today.

□ Miami: Haitian exiles demonstrated in Miami yesterday in support of UN

sanctions, but protested against an American policy of deporting illegal Haitian immigrants (David Adams writes). About 40,000 Haitians have fled to America, many in dangerously overloaded boats. A record number of Cubans have also reached the Florida coast this year, say US Coast Guard officials.

Cuban officials have confirmed that the police shooting of a man attempting to flee the island on a raft provoked a rare anti-government disturbance in a Havana suburb last week.

Britain sends ship, page 1
Leading article, page 19

Hollywood stunt inspires lethal road dare game

FROM BEN MACINTYRE IN NEW YORK

A new film in which a college football hero proves his bravery by lying down at night in the middle of a busy motorway has inspired a series of young imitators in the United States, leading to two deaths so far.

One Pennsylvania teenager was killed and another critically injured when they were hit by vehicles as they played this new version of the old, and often lethal, game of "chicken" at the weekend. Also on Saturday night, another teenager in Long Island was paralysed after he and a group of friends imitated the daredevil scene from *The Program*.

In the now-notorious scene from the film, starring James Caan as a pushy American football coach, one of the team, who is played by Craig Sheffer, displays his machismo by lying down on a highway as cars and trucks hurtle by. Naturally, as this is a film released by a subsidiary of the Walt Disney Company, he emerges from the stunt unscathed.

Police now say they fear that many others might try to copy the foolish exploit. In New Jersey last week, a 24-year-old man who had been drinking heavily was struck by two cars and killed when he sat down on a busy road, again apparently imitating the scene in an effort to impress.

"In the movies you jump out of a window and walk away, but in real life we pick up the pieces," said George Moyer, the local police chief.

The negotiations will have to move in tandem with the talks with the Freedom Alliance now, but it looks unlikely that the alliance will accept the outcome.

□ Cape Town: A black youth, aged 17, is to be charged with the July 25 massacre of 11 people at a church in a predominantly white Cape Town suburb, state prosecutors said. Willem Viljoen, the prosecutor, told a court hearing that the youth would also be charged with attempted murder and illegal possession of firearms, grenades and ammunition. (AFP)

have commented on the incidents. But the mother of one of the dead teenagers insists that the film was responsible.

"My son saw the movie last weekend and I know he was playing the game, because the kids playing it with him told me," Patricia Shingledacker told *The New York Times*. Her 18-year-old son, Michael, was killed instantly after being struck by a pick-up truck as he lay in the middle of a two-lane Pennsylvania highway.

The Program, which in its first three weeks has earned \$1.3 million (£870,000) at the



Caan: no comment on controversial scene

American box office, joins a long line of films accused of inspiring fatal adolescent mimicry.

In 1979, *The Warriors* led to a spate of inner-city gang wars while the Russian roulette scene in *The Deer Hunter* (1978) allegedly prompted the deaths of some 25 people.

Even before the spate of accidents during the last week, *The Program*, a classic tale of the all-American team spirit, had received a number of stinging reviews. These included a grimly prescient assessment, last month, by Jack Garner of the *Gannett News Service*.

"I dread the day I read about some real high school jocks who've been inspired to duplicate that irresponsible film sequence," Mr Garner wrote.

Mandela refuses white demand for homeland

FROM MICHAEL HAMLYN IN JOHANNESBURG

THE irresistible force of ethnic self-determination yesterday met the immovable object of one-person-one-vote democracy as negotiators from a new black and white right-wing alliance started talks with the African National Congress.

The Freedom Alliance, which on Monday night held similar talks with the Nationalist government, is made up of hardline Afrikaner chauvinists and the rulers of three tribal homelands. Yesterday's talks were aimed at finding a way to continue negotiations between the alliance, the ANC and the government.

There seems little chance, however, that the gulf between the combination of ANC and government and the racist policies of the white right-wingers can be bridged. It seems unlikely that there can be real unity among the alliance partners, since the right-

wing demands for a separate Afrikaner homeland conflict with the lifetime struggle against racism by Chief Mangosuthu Buthe, chief minister of KwaZulu and president of the Inkatha Freedom Party, the most influential of the black parties.

The Zulu leader yesterday told Boutros Boutros Ghali, the United Nations secretary-general, that he would not return to the multi-party talks "under any circumstances". He expected to make more progress through bilateral consultations. While Chief Buthe explained his position to Dr Boutsos Ghali in Mozambique, Nelson Mandela, the ANC president, spelt out the difficulty of coming to terms with the alliance.

He said he would continue talking to the right-wingers but added: "One thing which we can never accommodate is a demand for self-determination

for a particular ethnic group." He said he had held discussions with General Constand Viljoen, the former defence chief now leading the Afrikaner Volksfront, an umbrella organisation for right-wingers.

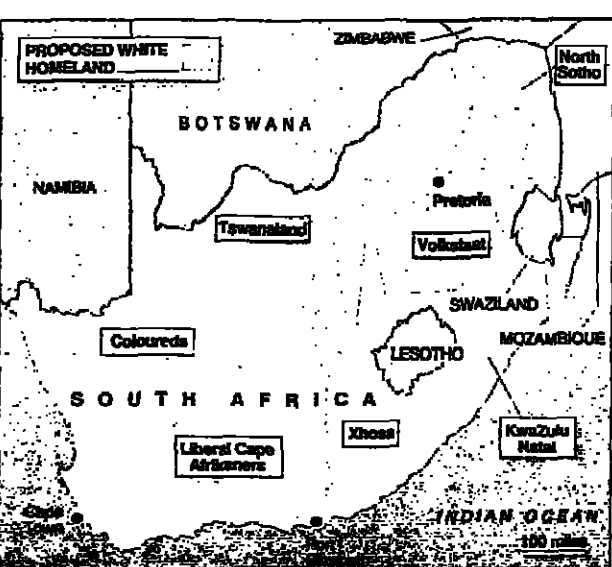
"If he shows me the region where he wants to live I am prepared to consider that. But it must be a region in which all population groups are free to settle and to have full rights of citizenship," Mr Mandela said.

General Viljoen said last week that his organisation is seeking a state in which only Afrikaners will hold political sway. "It is not racist," he insisted. "It is ethnic." His solution seems to be for Afrikaners living outside the *voetkoot* to have voting rights within it, and for other races living within its borders to have voting rights elsewhere.

Negotiators at the multi-party talks are pressing ahead without the members of the alliance, and have set November 5 as a deadline for the settlement of an interim constitution.

The negotiations will have to move in tandem with the talks with the Freedom Alliance now, but it looks unlikely that the alliance will accept the outcome.

□ Cape Town: A black youth, aged 17, is to be charged with the July 25 massacre of 11 people at a church in a predominantly white Cape Town suburb, state prosecutors said. Willem Viljoen, the prosecutor, told a court hearing that the youth would also be charged with attempted murder and illegal possession of firearms, grenades and ammunition. (AFP)



Roof repairs with a watertight guarantee from Thermabond.

FOR FLAT ROOFS AND PITCHED ROOFS

Flat roofs used to cause problems — but with the Thermabond system your new roof is guaranteed not to leak for 20 years.

Because we use Firestone advanced technology we have no hesitation in giving such a watertight guarantee.

Your maintenance-free Thermabond roof uses layers of ultra-modern materials — which not only protect against the elements but add insulation to keep you warmer and cooler.

Our skilled fitters will do the job quickly without fuss — or mess. Phone free or use the free post coupon for immediate details of the unique Thermabond system. No representative will call unless you ask for one.

20 YEAR GUARANTEE

Maintenance free
1 White edge guard 2 Fire retardant EPDM membrane
3 Flex plate mechanical fixing 4 Decking 5 Insulation

Firestone BUILDING PRODUCTS
NOBODY COVERS YOU BETTER.

PHONE FREE 0800 508608 24 HOURS

Thermabond, Manchester M16 8HB. Telephone: 0800 508608

THERMABOND
Domestic and commercial roofing

I would like information about Thermabond advanced roofing. (If your roof needs attention now be sure to include your phone no. for fast action.)
☐ Domestic ☐ Commercial ☐ Flat ☐ Pitched

Name _____
Tel. No. _____
Address _____
Post code _____

Send to: Thermabond, FREEPOST M16 8HB, Manchester M16 8HB

THE TIMES WEEK
Bhutt
chan
fragil

They
Th

Seven na
four

THE NATIONAL ACADEMY
AND SCIENCES 1992 NEWS
EMMY AWARDS.

Outstanding News Emmy
Inside Story: Ape Trade
Outstanding News Emmy
Special: The Cuban Missile
Outstanding News Emmy
Directors: "Fine Cut: Last Im
directed by

DINARD FILM FESTIVAL
Special Jury Prize for Best
Screenplay: "Safe" 1992
David M. Thomas: "Safe"
the EDINBURGH INTERNATIONAL

صكزا من الاصل

Undistinguished service orders

The new honours for Mr Major's classless army do not recognise the leadership contribution made by officers

Even a wallowing lump of arctic ice has more tact than the present government. An iceberg might, for example, make fatal holes in the Titanic; but it would not at the same time spray-paint rude words down the side of the bridge. Which, in the view of some servicemen, is exactly what the defence secretary has done in his effort to remove class distinctions from medals. Malcolm Rifkind told MPs he would like to ensure "that the way we recognise gallantry from the men and women of our armed forces takes into account only the nature of the service they have rendered and not the rank of the person involved".

Up to a point, minister. The trouble is that the "nature of the service" you render does quite often depend on the rank you hold. Provided that, as in an army, the rank you hold defines the job you do. A good officer takes on a responsibility that never sleeps: the ideal (and medals are about ideals) is that the officer thinks first of his, or her men; accepts respon-

sibility for getting the job done without squandering lives; and makes decisions of such awful momentousness that most of us in the civilian, peacetime world would shrink from them. The job of a non-commissioned officer (NCO) reflects this at a lower level; the role of the ranks is to obey orders efficiently and loyally, and at times to subordinate their own intelligence — even at risk of their lives — to the decisions of officers. Because someone has to be an officer, or you get chaos.

To distinguish between these jobs in the medals people get for doing them well is reasonable rather than snobbish. Indeed, a lot of old soldiers, sailors and airmen from the ranks cherish their own medals as reflecting uniquely the quality of the job that they did. They would not thank you for

muddling them up with Jeremies and Uncles. And no officer who has seen active service holds life lightly, or would show any less respect for the holder of a lower-rank medal than he — or she — would for a DSO or a CGM. The trouble is that "rank" is a weasel word in Britain. We are, understandably, confused about it, since we have landed ourselves with an absurd society in which a nobleman may be a silly little waster with a drug habit, and still be accorded more respect than a shopkeeper. We also have a House of Lords whose members are an eclectic mixture of high achievers and infired old landowners and

their pipsqueak sons. There is something eccentrically endearing about an institution in which Viscount Tonypandy and Baroness Thatcher are regarded as "peers" of, say, the Earl of Stradbroke, a jovial Aussie property developer, who inherited unexpectedly, lists his recreation as "spinning more kids" and drives around Suffolk in a huge Roller marked "G'day from the Aussie earl" and talks of turning his estate into a nudist colony. And this apparently harmless oddity in the British idea of rank is what has allowed us — right up to the prime minister — to become confused and silly and destructive about the real distinctions of responsibility and leadership. Nobody would want an "honourable" to be given a different medal from a mister, any more than they

would say these days that only householders should vote. But there is a perfectly reasonable case for giving a colonel a different medal from the one a squaddie gets. He has done a different job. The loss of the leadership idea has cost us dearly elsewhere. You can still find a few factory-owners who lie awake at night worrying about redundancies, and resist liquidation until they are ruined because they want to reward loyalty and save jobs. But such attitudes were belittled by the grab-it, asset-stripping 1980s, and the idea that getting personally rich was better than looking after your workers. Nor was it helped by the transatlantic business idea that a man was not a real man until, as Sir John Harvey-Jones once put it, "he'd had a couple of companies go down under him".



LIBBY PURVES

And this apparently harmless oddity in the British idea of rank is what has allowed us — right up to the prime minister — to become confused and silly and destructive about the real distinctions of responsibility and leadership. Nobody would want an "honourable" to be given a different medal from a mister, any more than they

Secrets of the wartime diet

Rachel Kelly looks back at Britain during the Blitz and discovers that meal times were much healthier then

DIG FOR VICTORY



Government posters urged everybody to grow their food

Haricot of rabbit
(serves 6)
1 rabbit
100g dripping
1 onion
2 carrots
1pt water
1tsp pickling spices
1lb haricot beans
redcurrant jelly

Cut up the rabbit and fry in dripping. Fry the cut-up vegetables and put all into a saucepan with the water. Bring to the boil. Tie up the pickling spices in muslin and add these. Simmer for 2½ hours. Remove spices. Thicken the gravy. Soak the beans overnight and boil. Arrange as a border on a large dish with the rabbit in the centre. Serve with redcurrant jelly.

Wartime chocolate pudding
(serves 4)
2oz margarine
1oz sugar
1 cup carrot, grated
2tbsp golden syrup
2 cups flour
1tsp bicarbonate of soda
1tsp baking powder
1 heaped tbsp cocoa
pinch of salt
½ pt milk
a little vanilla essence

Cream margarine and sugar together and stir in the grated carrot, syrup and the dry ingredients. Add milk and a few drops of vanilla essence to mix to a fairly stiff consistency. Put in a greased basin; steam for two hours.

It was an age when chocolate pudding was sweetened with carrots, when onions were as rare as diamonds and when lawns were turned over to the plough. The 1939-1945 war disciplined cooks and gardeners to subsume their kitchens and flowerbeds to the war effort. As the Ministry of Food said in its food facts: "Better pot-luck with Churchill today than humble pie under Hitler tomorrow".

This autumn sees a flurry of nostalgia for those wartime years. Next week, The War-time Kitchen and Garden exhibition opens at the Imperial War Museum, and next month the BBC screens an eight-part series.

The programmes will strike chords for those who lived through the war and remember the taste of whale steak and kidney pudding. But it will chime too, for those like me who are children of the post-war years.

For the war years exemplify many of the icons we now worship. Today's nutritionists would slaver over a diet which minimised fat, sugar and meat, and elevated nettle soup and green vegetables. Indeed scientists such as Professor Gerald Shaper, of the Royal Free Hospital School of Medicine, say that rationing may have saved the lives of many thousands because the food that can lead to heart disease was scarce.

Social workers would laud the community spirit which saw villagers team up and collect rosehips to dispatch to factories to make rosehip syrup. And environmentally friendly wartime kitchens that recycled everything to a degree that would shame Greenpeace.

Here is the Ministry of Food presided over by Lord Woolton on the subject of waste: "Those who have the will to win. Eat potatoes in their skin. Knowing that the sight of peelings Deeply hurts Lord Woolton's feelings."

A ministry leaflet of 1944 describes "How to Use Left-over Toast". The answer? "Use it to thicken up soup. When the soup is quite hot, put in the slice of toast and boil up together. If there are small unbroken pieces of toast left after the boiling, beat with a fork, and blend with the rest of the ingredients."

The only thing you can't use out of the pig is his squeak, says Ruth Mott, cook and heroine of the BBC's series, *The Wartime Kitchen and Garden*, as she makes brown from half a pig's head. A contemporary cookery book.

Food without Fuss by Josephine Terry, even describes how to save sugar in tea.

As with food, so with fuel. Mrs Mott describes how to pack a haybox, a technique revived during the war to save fuel. A dish of mock venison stew (mutton disguised in a redcurrant jelly sauce and tomato ketchup) is packed in a nest of hay, and continues cooking while Mrs Mott shops. A complete meal is cooked in a double saucepan with the potatoes cooked on top of the lid to save fuel.

Today's environmentalists would praise many of the ecologically correct methods that wartime gardeners learnt to control pests and fertilise their soil. Harry Dodson was a gardener working at Ashburnham Place, an estate in Sussex, when the war broke out. He was called up to the Royal Sussex Regiment alongside other gardeners, grocers and chauffeurs from the "big houses" as they were known. On leave in England, he contracted rheumatic fever and was invalided out of the army.

In the television series, Mr Dodson recalls his wartime gardening years. Slugs were dealt with by painting the underside of an old plank of wood with syrup or bits out of the bottom of a jam pot. "Then turn the plank over twice a week and squash the slugs attached to it," was the trick, he says.

Children were enlisted to collect cabbage white butterflies and Colorado beetles which could wipe out potato crops and were dropped by German planes on the Isle of Wight and in Kent.

All spare vegetable matter was used for compost heaps. Onion and leek seeds were saved, spurred on by a shortage of imported seeds. Any spare wood ash was hoarded to feed plants with potash. Cauliflowers were seeded in the greenhouses once preserved for show flowers. Lettuce and cabbages grew round the peach trees. Tractors were used to grub up an old orchard. To relieve the heartache of seeing his favourite flowers turned under the plough, Mr Dodson planted out favourite garden shrubs in nearby woodland to fend for themselves.

By 1944, a government report showed that since the start of the war, consumption of milk and vegetables had risen by 30 per cent, while the intake of meat and sugar had fallen by the same amount. As the country dug for victory, much had been achieved to reverse the fact that 60 per cent of the country's food had been imported in 1939.

Government propaganda emphasised healthy eating and the need for exercise. There was free milk for mothers and concentrated orange juice for children under five. Mrs Mott remembers the morning radio keep fit programmes. "You can look right if you feel right if you feed right," ran the government slogan. "An ounce of cabbage is worth an inch of lipstick."

Yet for all the recycling and saving, the healthy eating and the exercising so in tune with today's women's magazines

babies were fed up. They longed for sweets and bananas, cream and sugar, pineapples and oranges, chocolate and coffee, and limitless cups of tea — and, of course, the end of war and the return of their loved ones. They'd had enough of rusk sandwiches, rabbit pie, horse meat, and eggless Christmas cake.

As Mrs Mott says: "I think you got very despondent sometimes. I don't think anybody thought that it was going to last as long as it did."

Healthy it may have been, but much wartime food was plain horrid. As Terence Conran said, when explaining his culinary enthusiasm: "It was because rationing meant food was so disgusting when I was young."

By 1945 whalemeat had reached the shops. Dark and solid, it bears comparison with cod liver oil. Mrs Mott recalls soaking whale fish in milk to get rid of the fishy taste. Muriel Smith of Cirencester remembers that her family had it once a week to supplement the meat ration, but that they would smother it in onions and mashed potatoes to make it bearable.

Mrs Mott remembers the dryness of the National Loaf. "It was so dry, of course, because they'd left so much in it. We used to rub it through a sieve sometimes and try to get some of the husk out of it." Woolton pies, named after the food minister, were horrid. Such was the longing for bananas that Evelyn Waugh famously wolfed down a whole bowl which had been supplied to the Waugh household for the children, to his son Auberon's horror.

The young and fashionable may sweeten their chocolate pudding with carrot today, but not those who lived through the war.

●The Wartime Kitchen and Garden, by Jennifer Davies, published by the BBC, will be on sale at £4.95 from October 28. The weekly TV series will be broadcast at 8.30pm on BBC2 from November 5. The exhibition at the Imperial War Museum will run from October 28 to May 1994.



Harry Dodson, a wartime gardener, moved his favourite flowers to a wood as the flowerbeds became allotments



Make it easier with
Microsoft Word
for Windows.

In the wartime kitchen, on the left women planting potatoes; right and above posters promoting healthy eating.

سكنا من الاصل

Rev

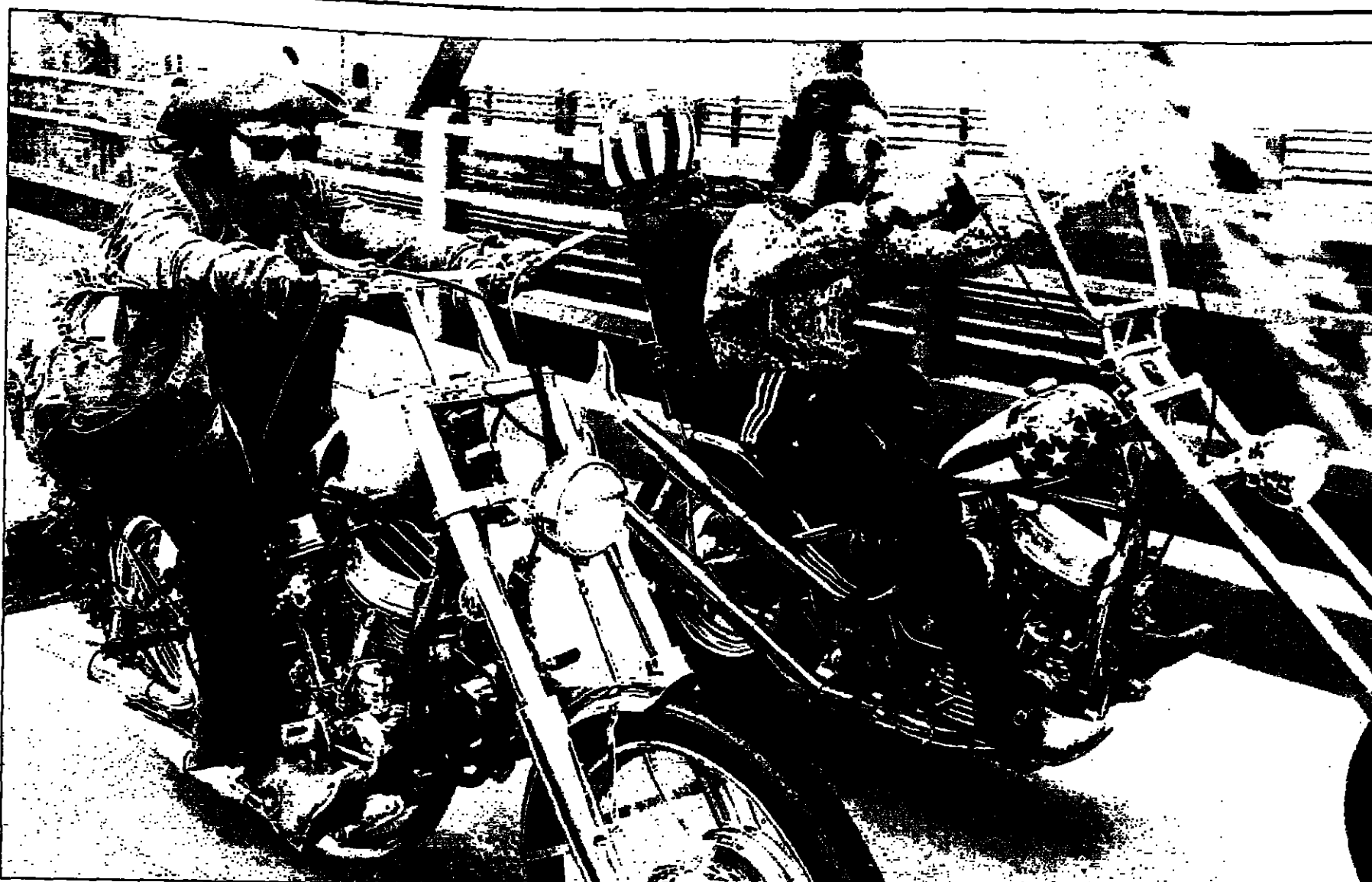
0

Can a nursi

No pl like ho

For increasing numbers of men and women, the fear of loneliness is a powerful force driving them to seek out a partner. A study by the University of Cambridge found that 70 per cent of people who are single and over 50 are looking for a partner. The study also found that 60 per cent of people who are single and over 50 are looking for a partner. The study also found that 60 per cent of people who are single and over 50 are looking for a partner.





Heading down the highway, Dennis Hopper, left, and Peter Fonda in *Easy Rider*, prototypes for men who took decades to express any lingering defiance

Revving up to middle age

A new creature has emerged onto the streets of New York and London. Kate Muir reports on the 'rubbie', the rich urban biker

Only a decade ago, a popular solution to the male mid-life crisis was to acquire a trophy wife. This younger, slimmer model was supposed to add to the executive's status, and gave him a new lease of life. Now, the rich man who fears fortysomething has a new, more politically correct alternative: the trophy bike.

The streets of downtown New York — and London is not far behind — are suddenly filled at weekends with the mature species known as 'rubbies' — rich urban bikers — easing their creaking joints into skin-tight leathers and roaring a few yards to the next café on their Harley-Davidsons.

As the limousine, car phone and bleeper become the degraded currency of the drug dealer and the estate agent, the new power accessory is a motorbike.

For a New York rubbie, the bike of choice has to be a Harley-Davidson for any semblance of street cred. In London, a classic Triumph will also pass muster.

Once the Harley was the symbol of the *Easy Rider* outcast or the Hell's Angel, but in the past two or three years, "wild bunches" have been replaced by "mild bunches" — groups of lawyers, doctors and architects who hide their greying or receding hair under black helmets and let rip — just a little — on

Sunday mornings. Harley sales staff in San Francisco and New York say that almost 70 per cent of their customers are college graduates, and that the average age of a Harley buyer is just under 40. The bikes, at \$5,000 (about £3,300) for the basic machine and \$15,000 for a 1340cc "full dress" Electra Glide model, do not come cheap, yet Harley sales have for the first time exceeded \$1 billion.

The purchase of a Harley is seen in many circles as a sign of the male menopause. *The New York Times* recently described the rubbie phenomenon as "bikers who drown out the noisy angst of their midlife crises with roars of Harleys". Typical "mild bunches" are the largely Wall Street-based Gotham City Riders, and on the West Coast, the Rolex Riders, a posse of agents and film executives.

Clyde Lewis, a corporate lawyer aged 43, lives with his wife, children and Harley in downtown Manhattan. He explains his need: "You see, while the average teenager was rebelling, we were working for straight As to get into Yale, and it's only now we can let it all hang out." Mr Lewis is to be seen in

full leather and denim dress every Saturday, polishing his already shining Softail Classic on the street. "Guys my age ride in — how can I put it — an ironic way," he says. "Aside from the speed, there is no greater thrill than passing the waiter your helmet at a good restaurant while other people check their overcoats."

Barry Diller, the film mogul, has at least one Harley in his motorbike collection. Other famous riders include Viscount Linley, Sylvester Stallone, Daniel Day-Lewis, Mickey Rourke and Billy Joel.

Even serious-minded Washington types have fallen prey. Lawrence O'Donnell Jr, the 40-year-old staff director of the Senate finance committee, confessed recently: "Yes, I'm part of the cult. I go to Harley-Davidson dealers the way other people go to museums."

Yesterday the Harleys were out in force for the opening of the first Harley-Davidson Café, on the

lines of the Hard Rock Café, in New York. It emerged that the Forbes company, which holds the 50 motorcycles owned by Malcolm Forbes, the late tycoon, had lent a green Harley 1990 Ultra Classic Tour Glide for display, and Mr Joel had also lent a spare bike.

The Harley-Davidson Café is described by its promoters as "the world's first interactive restaurant", by which they mean that burgers may be consumed to the sound of popular music interspersed with the sound of revving bikes. Fake exhaust pours from display bikes and customers can ride a Harley bolted to the floor and make videotapes of themselves with a background of Route 66, America's famous north-south highway, while eating a sandwich entitled the "Harley Hog".

Mature riders such as Mr Lewis will have no truck with the café. "It'll be full of kids in leather jackets," he says inexpressibly, since that is precisely the image he emulates. No, the true enthusiast, he says, harks back to the heyday of the big bikes, of the 1960s film *Easy Rider* with Peter Fonda, Dennis Hopper and Jack Nicholson, and those silly drugs and silly handle-

bars, or the early Marlon Brando film, *The Wild One*.

A Harley-Davidson spokesman explains: "Nothing feels or sounds like a Harley. What we sell is a lifestyle. You're buying into the Harley-Davidson family — the riding with friends, the rallies, the leather clothing."

Harley-Davidson dealers estimate that about 3 per cent of buyers are female rubbies, or "frubbies". Elizabeth Taylor has a purple Harley given to her by her husband, Larry Fortensky, in Houston, Texas, there is an all-woman Harley posse known as the Steel Magnolias.

Women certainly take up much of the Harley-logged clothing market, which has increased by 45 per cent in the last year, as walkers invest in the traditional leather motorcycle jacket. The mass marketing of the mystique has some bikers worried — Harley-Davidson baby bibs have recently appeared, severely devaluing the brand's hipness.

The outlaw bikers of Wall Street justify their hobby by noting they are supporting the only American motorcycle company against the Japanese tide. But when their eyes go misty recalling *The Wild One*, in which Brando led a biker gang in the coolest possible manner, few realise that the machine was in fact a British-made Triumph.

The luxury of chartering a plane

Flights of fancy — or is it envy?

HARD-PRESSED taxpayers thought they had seen it all. They had sighed at the news that local authorities had spent thousands of pounds banning black bin bags, groaned when they heard it takes six hospital staff to change a light bulb and shook their heads in disbelief as new-age travellers queued up for their gigs.

Yesterday morning, however, came news of one of the most spectacular wastes of our money. Across the land, breakfast tables were covered in splattered roast crumbs and spilt Earl Grey, as the nation learnt how Wirral council spent £960 chartering a private plane to fly four teenagers and two social workers to a court 200 miles away. The case was adjourned. Never mind that the council pointed out that sending the boys by rail and road would have required more staff and somewhere to put them overnight, making the final cost comparable. The issue was not so much the cost of the flights, but the fact that the boys might have enjoyed their trip.

To the British, hiring a private jet is on par with washing your dishes in champagne, lighting your fire with £50 notes and cleaning your windows with Chanel No. 5. Why should four delinquents enjoy such a privilege? They might as well spend the day on the Aga Khan's yacht.

The image of private air travel has not been helped by some of its better-known users. Jacques Azali of the profligate European Bank for Reconstruction and Development springs to mind, as does Asil Nadir, who used one to make his getaway. John Birt, whose corporate spending habits have also been under some scrutiny, travelled in one recently to the Conservative party conference.

In America, however, hiring a private jet is only a step up from calling for a mini cab. So why are the British so horrified by the idea? Hugh Courtenay, of International Air Charter, an agency based at Heathrow and airports in Kent, says: "In this country, a lot of people don't charter jets. They are under the impression that it costs a fortune."

And does it cost a fortune? "It isn't cheap," says Mr Courtenay. "It costs you somewhere between £1,200 to £5,000 an hour, depending on the aircraft. Wirral council got a very good price. They can't have used an executive jet or it would have cost them £2,000."

Prices like these will certainly deter mere window-shoppers. Mr Courtenay says: "People ring up and say: 'Can I charter a helicopter to Paris for my boyfriend's birthday?' They think it will cost £50 or something. After they hear the price, that's it."

Not everyone is put off, though. "I once took 15 members of an Arab family to Nice for £20,000," he says. "The next week the head of the family flew out with his henchmen and that cost another £20,000."

Despite stories like these, jet hire is not always the most extravagant option. "If there is a certain number of people, it is cheaper to charter a plane than to fly first-class. A Lear 35 will cost about £3,500 an hour and seat seven or eight people. For a trip to Paris, that works out at about £400 a head."

In any case, cost is not the only consideration. A private jet is often the only way to touch the parts that scheduled flights don't reach. Remote corners of the former Soviet Union are a common destination for business executives, facing the alternative of a fortnight in Baku waiting for a connection.

The other advantage is speed and security, as Mr Nadir can testify. Most private jets take off from private airports with no customs or passport officials. Airport operators fax lists of names, birthdates and passport numbers to the nearest Customs & Immigration office, which approves the list — but nobody actually has to see the passport.

Flight plans have to be submitted but can be changed en route. Despite the advantages, fewer and fewer companies are finding they can justify their jets. BP has given up their fleet of three, and Robert Maxwell's Gulfstream 4 sold for \$20 million last year, after a long wait.

A SPOKESMAN for Arthur Andersen, the administrators, says: "It was a difficult market. There were an awful lot of executives wanting to cash in their planes."

One executive recalls: "The first question at the annual meeting was always: 'How many miles did it do?'"

But some people have no shame. Earlier this year an Arab prince chartered an Air France Concorde for £162,000 to take an entourage of 19 from Paris to New York. He had missed the scheduled Concorde flight and could not face taking a 747, which was the next flight out.

When he reached JFK, he had the satisfaction of learning that the jumbo was still only half-way across the Atlantic.



JULIA LLEWELLYN SMITH

Can a nursing home be a killer? In her new book, Betty Friedan argues that independence is invariably a lifesaver

No place like home

For increasing numbers of men and women outliving or divorced from spouses, it is the fear of loneliness that often propels them toward institutionalised settings, with their promises of structure, activity, and care. But numerous studies in residential facilities, geriatric centres, and nursing homes clearly demonstrate that aged persons in institutional settings are psychologically worse off and likely to die sooner than aged persons living in the community.

Depression, unhappiness, rigidity and low energy, intellectual ineffectiveness, negative self-image, feelings of personal insignificance, and impotency, low range of interests, withdrawal, unresponsiveness to others, and a tendency to live in the past rather than the future all seem to go along with "a view of self as old" in such settings.

homes or be hospitalised, and experienced better health and well-being and fewer limitations on activity, even if they were in poor health when they applied.

A Philadelphia study looked at 24 people who moved into a shared living arrangement, comparing them with another group who did not. Three years later, 67 per cent of those who had not moved had died, whereas only 11 per cent of those who had moved anywhere had died.

The more "total" the institution, the more devastating to one's personhood. We know that politically now for whole populations, why should it not be true in individual aging?

As for me, after exploring all the spaces and structures of age, I feel a sharper relish, but a new need for truth-telling, in my own moving back and forth between my apartment in the dirty, noisy city of New York, my little house in Sag Harbor where I write and my children bring their children, and my sublet condos in California where I teach in the winter.

I'll continue with all this moving; but I see now, more clearly than ever, that it is the deepening of my ties of purpose and intimacy that makes those places "home" for me,



Sharing experiences in London: a sense of staying within the community is vital for the elderly

that nourishes my vitality in the face of age. Ever since I started moving back and forth, my asthma has been getting better, my general health and energy — and my friends on both coasts now are more and more dear to me, even former enemies I've shared so many battles with.

Until the end, it seems to me, I'll think in terms of the life I want to live, not foreshortening or short-changing the risks of living to guarantee "care" in the months before death. I intend to find new adventures for my third age; and if I'm lucky, I'll die on the move, in the air, on the road.

I admit my own overwhelming dread and prejudice against nursing homes. In ten years of research, no data has emerged to counteract my impression of nursing homes as death sentences, the final interment from which there is no exit but death.

In all the research I have seen, no matter what their condition upon entering, men and women tended to die within six weeks of being put in an American nursing home. Even if they were not dying, or in any state of terminal disease when they entered — merely no longer able to take

care of themselves, living alone, like my mother — something happened, as a result of being put in the nursing home, that led to death.

Of "no apparent cause", as they said of my mother. She died in her sleep "of old age"; she was 90. I think she had no wish to live any longer, in that nursing home no bonds, no people she cared about, no purpose to her days.

When I started out in this search, more than ten years ago now, I was appalled by the overwhelming preoccupation of gerontologists with nursing homes and their sick, passive, child-like, and ever more

deteriorating senile patients, when only 5 per cent of people over 65 were, in fact, in nursing homes.

Since then, the preoccupation with nursing homes as the only answer to "long-term care" for older people has become an obsession — preventing governments, national, state, and local organizations, and older people themselves, from taking real, small steps that would ensure other possible choices.

The assumption that the "family" is the real answer to long-term care is used to evade responsibility for innovating the social programmes that are needed to prevent the nursing home spectre. But that assumption is wearing thin. Working already at two jobs, women are still assuming responsibility for frail parents who need care. But more and more, it is becoming clear, mothers really don't want to move in with their daughters, or to be dependent on daughters-in-law. At the same time the reports of "elder abuse" by sons, daughters or daughters-in-law have mounted.

In the "pioneer" assisted living quarters I visited the mixture of privacy and community was evident. Each of the 25 residents had their own mail-boxes, the warm, comfortable armchairs in their living room weren't covered with plastic, the fireplaces looked used. I counted three cats and a dog underfoot. People were allowed to take care of their own pets.

About 40 per cent got some assistance with dressing, 80 or 90 per cent with bathing; some were even getting catheter care, in their own apartments, and daily injections. They seemed to be feeding themselves and getting where they wanted to go. Ribbons or pictures on some of the doors evidently helped those "confused" by stroke or Alzheimer's to find their own apartments.

No one was expected to share an apartment with a stranger, roommate, but they could entertain family members or friends any time of the day or night. They got housekeeping help, but "controlled their own space, day and night". But what ever reforms of nursing home care or innovative services meet our physical needs, however long they keep us physically alive, we can still be trapped by our own resignation from continued risks in love and work.

I began this quest with my own denial and fear of age. It ends with acceptance, affirmation, and celebration; my adventure into age. I realised that all the experiences I have had — as daughter, student, youthful radical, reporter, battler for women's rights, wife, mother, grandmother, teacher, leader, friend, and lover, confronting real and phantom enemies and dangers, the terrors of divorce and my own denial of age — all of it, mistakes, triumphs, battles lost and won, and moments of despair and exaltation, is part of me now. I am myself at this age.

It took me all these years to put the missing pieces together. I have never felt so free.

Excerpted from *The Fountain of Age* by Betty Friedan, published by Jonathan Cape, £17.99. © Betty Friedan



L A C O I F F U R E D E L U X E

PAUL MITCHELL®

L U X U R Y H A I R C A R E

HELPS MAKE STYLING EASIER • NOT TESTED ON ANIMALS • ONLY FROM SELECTED HAIRDRESSERS • FOR YOUR NEAREST STOCKIST TEL 0296 696677

The ads drive the purists mad, but the sales put the squeeze on competitors, says Alan Mitchell

How Fairy keeps cleaning up

It's Harvest Supper time. Two wholesome village communities have just finished stuffing their faces in the village hall. Sadly, it's now washing-up time. Penny-pinching St Stephen's does not want to waste money on expensive products, so it buys an "ordinary" washing-up liquid.

At St Peter's they're a canner set of folk. They buy just one bottle of Fairy Excel Plus. It slices through all the pots and pans, mountains of grease included, while St Stephen's ends up having to buy four bottles to finish the wash. Conclusion? If you buy Fairy Excel Plus you'll get the power of four for the price of one.

Trite? Annoying? If you find such advertising difficult to stomach you are not alone. A similar campaign last year sent *Campaign*, the advertising trade magazine, into paroxysms of rage. If all advertisements reached the standard of "Nanette Newman's sickening, simpering performances for Fairy Liquid," the magazine fumed, "the British public would not tolerate the interruption of its television programmes by commercials."

So what does Procter & Gamble, which makes Fairy Liquid, think it's doing? Good

marketing, that's what. The new campaign heralds a "major leap forwards" in technology that means one bottle can wash 50 per cent more dishes than its previous incarnation for the same price. "It is the biggest step forward in the brand's history," Andy Brent, P&G's UK marketing director up liquid.



Newman: still going strong

for household cleaning products, said in an interview with *Marketing* magazine.

Such a product benefit makes it strong enough to take on the rest of Europe. Fairy Ultra (as the 34-year-old brand will be known elsewhere) will march into six new European countries, alongside the UK and Germany. Meanwhile,

early next month, a new, improved dishwasher powder, Fairy Glazeguard, will also hit the market, touted by *Absolutely Fabulous* star Joanna Lumley.

Surely marketing has become more sophisticated than this? Advertising creatives are not the only critics. On every front, there are challenges to P&G's classic style of marketing. There are those who say its obsession with product superiority will be no help in a world where rivals can copy your technology almost as soon as you invent it.

Others say P&G's weighty manuals, detailing the do's and don'ts of marketing in every situation, stifle its staff's creativity. "P&G's training manuals are becoming more rigid," an executive searcher who specialises in marketing says. "P&G are now being perceived as a company that works to the book, and, from what I hear, their people are no longer held in such esteem because they don't have the flexibility others do."

Indeed, according to a rising new orthodoxy, real breakthroughs do not come from keeping to the rules, but breaking them. "If you look at markets and marketing successes, one of the key distinguishing features between the



Joanna Lumley gives Fairy Glazeguard dishwasher powder some absolutely fabulous appeal

runaway successes and the also-rans is that conventional wisdom has been challenged, the rules broken and a new set of rules written," Keith Bedell-Pearce, chief executive of Prudential Financial Services, told a Marketing Society conference last year.

Fairy is a good example of "runaway success". Ten years ago its market share was less than 30 per cent. Today, it's 53 per cent and climbing. Since P&G relaunched the brand last August (as Fairy Excel), Lever's Persil, the second-biggest brand, has slumped six points to 12 per cent. Colgate's Palmolive washing-up liquid has been withdrawn, and supermarket own-label

penetration has fallen. But P&G has done this, not by breaking the rules, but by keeping strictly to them:

Rule one: Deliver demonstrable product benefit through superior technology. Fairy Excel's breakthrough was not the result of any special project, Mr Brent says. "It was part of on-going research that we continually do." Marketers may be searching desperately for new tricks, but consumers have not changed. "Value is still at the core of the way people evaluate their dishwashing," he says.

Rule two: Ram the message home with high-profile, straightforward television advertising. About £15 million

will be spent on advertising Fairy Excel Plus and Fairy Glazeguard in the UK alone over the next few months.

Rule three: Never depart from your brand values and stick with your advertising strategies and agencies. Ms Newman has been promoting "mild green Fairy Liquid" since 1981.

Recession and an accelerating rate of change have prompted many marketers to question old assumptions. But nowadays, when it's almost conventional wisdom to reject conventional wisdom, companies risk throwing the effectiveness baby out with the bathwater. Which is why companies such as P&G clean up.

Searching for prompt payers

The recession-hit EC has forced Britain to widen its export base

As recession on the Continent hits the UK's hopes for a recovery, British firms are turning their backs on the EC in search of more lucrative markets, Alan Mitchell writes.

Four out of five UK companies plan to expand their marketing activities to other countries in the near future. However, the target of this fresh sales drive has shifted away from the established markets in America and the EC towards rapidly developing economies in eastern Europe, Asia, South America, the Middle East and China, says a survey of sales and marketing directors.

While Germany, France and Holland rank in the top five of overseas markets, only Germany will maintain its key role, says the Royal Mail International study of 150 senior members of the Institute of Sales and Marketing Management. Companies are looking for large or growing markets populated by prompt payers. They are not finding them on the Continent or America.

Some pundits regard "export" as passé: the fact that a company still thinks in terms of "home markets" and "the rest" is a sign it has failed to come to terms with globalisation of markets. But exports are still crucial for smaller

businesses. However, because they are small, they face the highest barriers. Three in five in the survey cite exchange rate structures, problems with payment terms and banking regulations as major obstacles to successful selling abroad.

That compares with 45 per cent complaining of protectionist attitudes and trade barriers and 36 per cent admitting problems finding quality agents and distributors. Too many companies let potential distributors and agents come to them rather than seek out the best, says Howard Bellin, chief executive of channel marketing specialists IF Consulting. "They spent more time choosing a secretary than choosing a distributor."

So does the sales expertise of UK firms match their ambition? Probably not. Only 4 per cent are bothering to undertake their own fact-finding visits to the country they have targeted. That suggests that many still do not completely believe the maxim that "knowing your customer" is a *sine qua non* of successful selling.

Full details of the survey will be released at the Institute of Sales and Marketing Management's "Successful Selling" conference in November - where the Times's award for Salesman of the Year will also be presented. For details ring 0582 41130.

TO ADVERTISE
CALL: 071 481 1066

MEDIA, SALES & MARKETING

FAX:
071 481 9313

SMALL BUSINESS SERVICES
sales Consultants/Designers
Harrogate, Doncaster, Rotherham, Dewsbury, Leeds, Wakefield, Bradford

Renowned for its superb craftsmanship, stunning interior design services and ground-breaking clientele, we are one of the great names in English furniture.

Designed interiors is no longer a luxury. To provide small business exclusive service requires flair, poise and a personal style.

A limited number of opportunities now exist in the form of exclusive territories. If you are highly motivated 25 to 35 years old, possess effective selling skills and a flair for design, please contact our advertising representative, Mrs Susan Laid, on 0115 334 0911. Interviews will be held on a regular basis.

The International Spring Gardening Fair
London's Fastest Growing Gardening Show
is looking to recruit a
Young, Dynamic Sales Professional

to sell exhibition space to garden equipment suppliers and manufacturers.

The successful candidate will have a minimum of 12 months sales experience and be a self-starter with the determination and will to succeed in a competitive sales environment.

As the event arm of the Sunday Times, The Times, News of the World, The Sun and Today, we are offering an attractive package together with excellent career prospects.

Write in the first instance enclosing a c.v. to:

Joan Moore
Exhibition Sales Manager
News International Exhibitions
P.O. Box 495
Virginia Street
London E1 9XV

BUSINESS DEVELOPMENT MANAGER
Entrepreneurial flair and the management skills to bring competitive advantage to our engineering clients.

US\$ 72,000 O.T.E. + Benefits Middle East/Gulf

Contax is a successful marketing and business development company that operates in the oil, gas and petrochemical industries. Our clients include oil and gas companies, engineering contractors, trading companies and suppliers of engineering goods and services.

Continuing development of the company's business in its prime Middle East/Gulf markets and its long term plans have created the immediate need for a proactive professional manager to undertake part of our present business development workload. Often this will involve working with clients who have achieved success in the North Sea oil and gas market and who now wish to penetrate the markets of the Middle East/Gulf.

We need a manager who can seek out market information, analyse the information and work with our clients to ensure that they achieve a competitive advantage during prequalification, tendering and execution of the large amount of project business now being issued to enquiry.

You will be capable of building strong personal relationships with key persons in the market and in our client companies. You will have an engineering degree and perhaps an M.B.A. You should be able to demonstrate successful marketing and sales experience in the oil, gas or petrochemical industries. You may have an engineering contracting background and are likely to be between 28 and 45 years of age.

The employment package, which reflects the importance of the position to the company and the varied skills needed for success in this challenging position, includes a tax free salary, a profit related bonus, furnished accommodation and transport. The remuneration is negotiable and will not be a limiting factor in attracting candidates of appropriate calibre.

Interested candidates should forward a detailed C.V. with their application in strict confidence to:

Dr Alan Patterson, Contax (UK) Limited, 121 Hartington Road, London SW8 2HB
Telephone 071 498 3128, Facsimile 071 378 8285.

Head of Marketing
Bournemouth
£30-40,000 + car + comprehensive benefits

At Portman, marketing is more than responding to current trends. It's about keeping one step ahead of the financial services market: out-thinking other players, anticipating changing consumer requirements and shaping the future direction of the industry. It's about adapting to maintain competitiveness in an increasingly competitive field. In short, it's about being pro-active rather than reactive.

Controlling a substantial marketing budget and leading a small team, your contribution will be key to achieving corporate objectives and building on our standing as a "top 15" UK building society. As well as devising and implementing marketing strategies for the parent company and its subsidiaries, you will target specific markets, promote individual products and services and spearhead specialist projects which impact Society-wide.

You will need plenty of drive, vision and ideas, along with first rate planning and communication skills. Degree educated, and ideally holding a formal marketing qualification, you will need at least eight years' marketing experience which includes a proven track record at management level, some of which should preferably have been gained in the financial sector.

We offer an attractive salary commensurate with your experience. This is supported by a comprehensive benefits package that includes subsidised mortgage facility, contributory pension, life assurance cover and private and permanent health insurance. Relocation assistance is also available where appropriate.

Please apply with full CV to Frances Wright, General Manager Personnel and Training, Portman Building Society, Richmond Hill, Bournemouth BH2 6EP.

PORTMAN BUILDING SOCIETY

WHAT'S IMPORTANT TO YOU, IS IMPORTANT TO US.

DUPLICATE YOUR COPIER SALES SUCCESS IN THE MIDDLE EAST

The United Arab Emirates operation of a leading international copier manufacturer is looking for sales executives to be based in Dubai and Abu Dhabi.

You should have a successful track-record marketing either black-and-white, colour or engineering copiers to key accounts.

We're looking for young, ambitious salespeople who can offer commitment and hard work, in return for an attractive tax-free package and benefits.

Send your C.V. with full career and performance details before 25th October 1993 to:

The Advertiser (Ref: X/UAE)
Box No 4479
C/O The Times Newspaper,
1 Virginia St, London, E1 9DD

FUND & MARKETING MANAGER

SEC-COM Securities and Commodities Investments Plc requires a business graduate with Scandinavian experience. Will be responsible for foreign exchange spot, forward, options and interest rate instruments. Will market company's products and investment funds in the financial futures, treasury bonds, forex and commodities. Candidates must have degree in economics or business, will need understanding of Scandinavian markets with at least five years experience. Fluency in a Scandinavian language (preferably Norwegian) is essential.

Attractive Salary + Bonus

Send CV to Personnel Office, Sec-Com, Leconfield House, Curzon Street, London W1V 7FB.

FINANCE SALES
A variety of positions exist across the country for experienced individuals in corporate and consumer finance. If you are aged 24-35, have a proven track record and are looking for a career move.

Telephone (in total confidence)
ANNA POORE
071 483 7888 Daytime
081 520 6997 Evening
Monthly Salaries Limited
48 The Hop Exchange
24 Southwark Street
London SE1 1TY.

VERTIBRETS IN EUROPA
Technische Vertebrologie und Vertebrologische Praxis in Europa. Wir suchen für die Vertebrologie in Europa. Wir suchen für die Vertebrologie in Europa. Wir suchen für die Vertebrologie in Europa.

Attracted CV in English to fax 061 741 3058.

A Career in Sales
A Unique opportunity for German, French, Italian and Spanish speakers to earn £1,000+ per week - working in London!

We are one of the UK's leading publishing houses with many business and technology titles. We are looking for university educated, business minded people who want a genuine career in sales.

If you are fluent in German, French, Italian or Spanish then phone Andrew Warburg on 071-753 4300

SALES EXECUTIVES OTE £25/£30K
We are a national group and market leaders in our field. We require specialist Sales Executives, 25/35 years of age, who need to earn a minimum of £25K p.a. and would relish the opportunity to join our top achievers earning around £30K p.a. Our executives work continuously with selected Estate Agents, Health Centres, Schools, Colleges and Golf Courses throughout the UK, for 2/3 weeks at a time. During the last 20 years we have built an unrivalled reputation for reliability and performance. Our open-ended commission scheme has excellent bonus features and is available on an equal opportunity basis. Sales professionals of integrity and ability should ring: **JOHN CROKALL 0253 788390**

AMBITIOUS GRADUATES & YOUNG PROFESSIONALS
required by expanding company based in Mayfair & City-centre.
£25,000 OTE
Management Opportunities
Age 23+
Only career minded people need apply
Call Ralph Barrett on 071 287 2777 (Mayfair)
Call Tony Peller on 011 686 9548 (City-centre)

EDITOR'S ASSISTANT WITH GOOD KNOWLEDGE OF GERMAN & FRENCH
The Editor of *Antiques Trade Gazette* is looking for someone who can handle responsibilities ranging from daily routine to telephone liaison with foreign advertisers and the compilation of a calendar of overseas events.

The ability to write good, concise English is essential. The appointment is for a period of six months, but could become permanent.

Please write to:
The Editor, *Antiques Trade Gazette*,
17 Whitcomb Street, London WC2H 7PL.

TO ADVERTISE
CALL: 071 481 1066

DIRECTOR,
c £40,000 plus substantial
An international high technology company existing Direct Marketing Division, continue the development of a dedicated team.

Reporting to the Managing Director, you will be responsible for the Division's financial and sales strategy which will involve managing a team of sales and marketing executives.

You will be well rewarded for your contribution to the business to consumer Direct Marketing.

Please send a written application to: **Prince Hammond, A & A Consultants**

COPYWRITER
Full time or part time
We are a national group of copywriters and we are looking for talented individuals to join our team. We offer a competitive salary and a comprehensive benefits package. If you are a creative and motivated individual, please send your CV to: **CV to: 011 686 9548**

MAJOR
Leading to career in advertising and marketing. Relevant experience required.

مركز الأبحاث

Do we need floods of news and sport?

Yes, says Tony Hall, arguing the case for Radio 5 reborn as a nationwide newspaper of the air

Last week many people's lives were dominated by floods, rain and football — all of them, in one way or another, dampening experiences. Take the floods: people need up-to-the-minute information on whether they are going to be affected and, if so, when. They want to know the precautions they should take and who to contact.

A continuous news and sport service, such as that planned for a new channel to replace BBC Radio 5 next spring, will provide the answers to these questions and many others. The BBC has a network of regional and local radio news teams that could feed in material both to update people about the floods in their local area and also tell them about areas where their friends and relations might live.

We have not been able to link up the UK in this way before, to tell people how to protect their homes, to give them background information on transport problems, to indicate when roads are cleared. Nor have we been able to delve behind the headlines, reporting in detail on how people cope, who monitors the water flows, and so on.

This is information for everybody. Think, too, of Black Wednesday last year. Those who had the information were in offices with screens and computers providing all the background they needed. They could move their money around, switch their mortgages, make investments. But what about the people who were sitting at home worrying about the level of interest rates, whether they still had a job, whether their pensions and savings



Making the news — Tony Hall believes that a new Radio 5 would have been ideally positioned to report last week's floods and the England football failure in The Netherlands

were secure? They were at a disadvantage. This network will give them that access, through a news and business service.

That's what we want the motto of the service to be: First and Live news and sport when it happens and in a way that everyone understands.

Our critics suggest this will be "rolling" news and sport — repetitive, dull and based on speculation. Not true. The spine of the network will be news bulletins on the hour

and half hour, with sports, weather, travel and business news, produced in an accessible way.

But there predictability ends. One part of the service will be live events — bringing to people's homes, cars and workplaces, news and sport as it happens. But we will also use our special correspondents to deliver stories which people are at the moment unable to hear. We will bring more depth and range to our coverage of science, health, education, the environment, the

arts, as well as finding interesting ways of telling our audience about developments in the world in which they live. We will revisit stories and provide people with the background to understand what is going on around them. Far from being dull and repetitious, this will be a rich and interesting mix, a newspaper of the air.

Others have said that a combination of news and sport will not work. But consider another major story last week — the World Cup

qualifying matches. In the case of England, however terrible the events were on and off the pitch, a combination of sport and news would have been a valuable service to the listener. The journalists in the radio sports department are used to live, immediate coverage, to making split-second decisions and to informed and intelligent, but lively presentations. So are their colleagues in news.

It has been said that no one will listen, and of course it is hard to

make a judgment when the service does not exist. But independent research conducted by MORI suggests that 21 per cent of the population would like to listen to a continuous news service. That is eight million people. Furthermore, the audience for radio sport has been steadily growing and they will get more from this service.

We have listened to the public. We have spent a year researching and talking to people to find out the best possible service to deliver. The

research tells us that continuous news appeals to all classes and all ages equally, but will be especially appreciated by those between 25 and 45, who live outside the south-east of England. That fits exactly with the existing audience for radio sport. This service will help the BBC serve that audience better — not by going downmarket, but by delivering a service to the standards, quality and values people expect of the BBC.

We want everyone to enjoy this service. We know, for example, that men sports listeners outnumber women by nine to one. We want to change that and we will do it by introducing fresh presentational style and addressing the wider needs of our audience by covering a range of issues in a lively, accessible way.

Why do we need more news? Because information is the lifeblood of democracy. People should be given access to major events, to things that make sense of their lives. They should understand developments in Europe and elsewhere in the world. We should bring together our own nation so that parts of the UK speak to each other.

And also we should find a voice that is not found in other parts of broadcasting: that is the voice of people in their communities talking about the healthcare they receive, the primary school education, the transport congestion. People want to know what is happening when it happens. That is what we will deliver.

The author is managing director of BBC news and current affairs.

Locked in a circulation struggle for survival

One simple point needs to be emphasised after the first month of the most convulsive Fleet Street autumn for years. Although at least £100 million has been invested in national newspapers in September and October, whether in reduced prices, higher prices or new glossy sections, year-on-year sales have fallen in every sector.

On weekdays they were down last month by 262,000 (1.3 per cent) and on Sundays by 540,000 (3.3 per cent) compared with September last year. Overall sales of daily papers have fallen by more than 1.3 million over the past four years. Over the same period, Sunday papers are down by 1.8 million.

That is why the News International, chief executive of News International, is now so big that it dwarfs its rivals. All three are published by News International.

Sales of the two papers that increased their prices in August, the Daily Mail and Daily Express, have fallen by more than 50,000. A year ago both papers were recording year-on-year sales increases.

Now sales of the Daily Express are down by 141,000 (9 per cent) on a year ago and the Daily Mail is down by 51,000 (3 per cent). The biggest percentage drop in sales of any newspaper sector is in the middle market. Today, which sells

Brian MacArthur looks at a crucial month for newspapers

buying newspapers — have been persuaded to try them again. According to the September report of the Audit Bureau of Circulation, the facts are:

● Only three papers have achieved significant year-on-year sales increases. Two, The Sun and The Times, have reduced their cover prices. The third, The Sunday Times, is now so big that it dwarfs its rivals. All three are published by News International.

● Sales of the two papers that increased their prices in August, the Daily Mail and Daily Express, have fallen by more than 50,000. A year ago both papers were recording year-on-year sales increases. Now sales of the Daily Express are down by 141,000 (9 per cent) on a year ago and the Daily Mail is down by 51,000 (3 per cent). The biggest percentage drop in sales of any newspaper sector is in the middle market. Today, which sells

at 25p, has increased sales since July by 13,000.

● After initially increasing sales when The Sun cut its price, the Daily Mirror, now selling at 7p more a day than The Sun, dropped back by 64,000 last month. The Sun went up again by 5,600 and is now selling 374,000 more copies a day than before the price cut. Year-on-year, Sun sales are up by 208,000 to 3,838,000, opening a record 1.2 million lead over its main rival and increasing its share of the mass market to 53 per cent. Year-on-year Mirror sales are down by 204,000, although its sale has still dropped by only 9,000 since The Sun price cut and sales of the Daily Star have risen by 12,000.

● Since its price on weekdays was reduced to 30p, sales of The Times have risen by 87,826, a 25 per cent increase to 442,106, which has put it 38,000 ahead of The Guardian and 110,000 ahead of The Independent, which relaunched with two sections and colour last week.

Meanwhile The Daily Telegraph, which sees The Times as its main rival and costs 18p more, lost 19,969 sales last month and was the only quality daily not to increase circulation. With the start of the school and university terms, The

CLASH OF THE TITANS

QUALITIES							
Title	Av Daily	Compared	%+/-	Compared	%+/-	Market Share	All
D.Tel	1,007,897	-19,898	-1.94	-40,073	-3.82	40.74%	7.52%
Times	442,106	+87,826	+24.73	+84,111	+18.85	17.87%	3.30%
Guardian	403,937	+12,411	+3.17	-10,573	-2.55	16.39%	3.02%
Indep	332,435	+6,579	+2.02	-43,507	-11.57	13.44%	2.48%
FT	257,493	+12,177	+4.42	-1,859	-0.64	11.62%	2.15%

MIDDLE							
Title	Av Daily	Compared	%+/-	Compared	%+/-	Market Share	All
Today	559,014	-11,290	-1.79	-4,220	-0.75	15.21	4.17
Express	1,422,632	-31,776	-2.18	-141,901	-9.07	38.71	10.62
Mail	1,693,107	-16,295	-0.95	-51,144	-2.93	46.07	12.84

POPULAR							
Title	Av Daily	Compared	%+/-	Compared	%+/-	Market Share	All
Sun	3,838,000	+5,803	+0.15	+208,107	+5.73	52.96	28.65
Mirror	2,630,061	-64,185	-2.38	-204,467	-7.21	36.29	19.63
Star	778,650	-36,008	-4.65	-51,350	-6.37	10.75	5.51

Source: ABC

Guardian was up by 12,000, The Independent, despite its fears about the reduced price of The Times, was up by 6,500, and the FT by 12,000.

Max Hastings, editor of The Daily Telegraph, said last week that he was encouraged that only two or three Telegraph readers in a hundred had been prepared to sample The Times at 30p. He must, nevertheless, be worried that his average sales will soon fall below a million a day — and given that Telegraph sells more than 200,000 extra copies on Saturdays, average weekday sales are obviously now below a million.

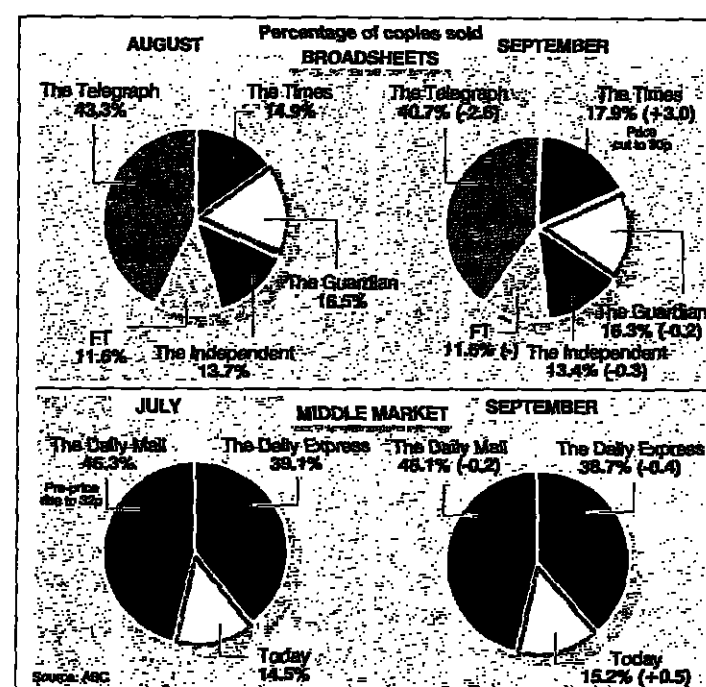
Mr Hastings says that The Daily Telegraph is now planning a series

of autumn promotions to encourage a trial by new readers and reward the 97 per cent of remaining loyal Telegraph readers.

The key word in that statement is "trial". All newspapers during this frenzied autumn, which has seen new sections in the Times, Guardian, Daily Mail, Daily Express, The Independent, Mail on Sunday, Sunday Express, Sunday Times, Observer, Sunday Telegraph and Independent on Sunday, are trying to tempt new buyers and to reverse the inexorable trend of decline.

Meanwhile another threat to newspapers as prime purveyors of news looms next year from the BBC, whose social affairs editor

SQUEEZING THE MARKET



Polly Toynbee described his new news and sport radio network this week as a "comprehensive newspaper of the air" (see above). Within only a few years that will undoubtedly be joined by a 24-hour BBC television news channel competing with Sky and CNN.

By the end of the millennium, readers will be able to pick and mix their newspaper from their interac-

tive television sets by selecting what they want to read from among all those at the newsagent.

The convulsions that can be observed this autumn — and the impact of the new Saturday and Sunday sections and all that extra paper to read — will determine which Fleet Street Titans win and which lose when that brave new world finally arrives.

TO ADVERTISE
CALL: 071 481 1066

MEDIA, SALES & MARKETING

FAX:
071 481 9313

DIRECTOR, DIRECT MARKETING DIVISION

Leading Information Services Company

c £40,000 plus substantial bonus

London

An international high technology consultancy company seeks a highly motivated senior business manager to lead its existing Direct Marketing Division. This is an excellent opportunity for a commercially minded individual to continue the development of a dedicated, professional team in the exciting, fast-growing DM industry.

- Reporting to the Managing Director, you will be responsible for meeting the Division's revenue and profitability targets using your own entrepreneurial skills and style of management.
- You will be well rewarded for developing and implementing new sales strategies which win major new business and maintain existing clients.
- Of graduate calibre, aged 30 - 40, you will have a history of success in personal sales and management, preferably gained in the business to consumer Direct Marketing industry.
- Your experience will include knowledge of the technical aspects of database marketing, and you will be comfortable with the technology involved.
- Excellent communication skills are essential, with the ability to grasp business issues and act on them swiftly.
- You will be performance driven, energetic and ambitious whilst remaining empathetic to the needs of your staff and clients.

Please send a written application, in complete confidence, along with a comprehensive CV to: Bruce Crammond, A & A Consultants Ltd., 79 The Drive, Rickmansworth, Herts WD3 4DY



AUDITORY INTEGRATION TRAINING

Treatment for
AUTISM DYSLEXIA LEARNING
DISABILITIES

SEMINAR October 15th 7-9 PM
Hale Clinic, 7 Park Crescent, London
Presented by Ms. Adia Silverstein, MA, COC-SLP,
Speech Therapist and practitioner of AIT. Parents and
professionals interested in these disorders are urged to
attend and learn about this treatment, which addresses
communication, learning, hyperactivity, irritability.
RSVP by October 15th to INNOVATIVE THERAPIES
071 739 4884

THE TIMES SUPPLEMENTS

requires

Experienced Advertisement Sales Executive

Are you highly motivated, articulate,
with the desire to succeed?

Have you a proven track record in
advertisement sales, with excellent
telephone skills allied to an excellent
personality?

If so, you could be the person we are looking
for to join our specialist sales team working
on this prestigious education title.

Please send your application, with a full CV
to: Jane Dalton, Advertising Sales Manager,
The Times Supplements Ltd.,
Admiral House, 66-68 East Smithfield,
London E1 9XY
Tel: 071-782 3020



SALES MANAGER/SALES CONSULTANTS
LONDON/KINGSTON/MANCHESTER

Basic and substantial commission plus bonus.

This company: We are a growing dynamic international company
providing a successful personal services based in London's West End.
Requirements:
• Candidates must be prepared to lead by example.
• Be experienced in direct sales.
• Have the ability to work under pressure and possess motivational and
enthusiastic personality.
• Consistently achieve weekly targets.
• Anticipate and react to progress within our growing organization.
Responsibilities: To the General Sales Manager
To arrange interview call Mr Jordan on 071 437 8364 on Wednesday 13th
or Thursday 14th October between 12 noon and 5.00pm.

TECHNICAL SALES & MARKETING OPPORTUNITY

Silvertech Ltd. is a leading supplier of computer based systems and services to the
Oil & Gas, Petrochemical, and General Industrial market sectors.

Continuing expansion has created an opportunity for a technical sales specialist to
join our highly motivated team based at our new facilities located in Horsham.

Ideally the successful candidate will have a strong technical sales background with
specific experience in the areas of computer based High Integrity Safety Systems,
and/or Process Control Systems, in Oil & Gas and Petrochemical environment.

A thorough knowledge of the market and a history of direct contacts with the major
players in the industry is considered essential.

Career prospects are excellent and a competitive salary and benefits package is
offered.

Please send or Fax a CV in the first instance, quoting reference SMT01A, for the
attention of: Mrs. B-M Slater, Silvertech Ltd., Planet House, North
Hearth Lane, HORSHAM, W.Sussex RH12 4QE. Fax: 0403 211058.



SILVERTECH
SYSTEMS DESIGNERS • CONTROL ENGINEERS

COPYWRITER

FULL TIME OR PART TIME

Small international
communications group seeks
copywriter to work at Head
Office in Kent. Work is varied
and challenging - we create
and market telephone
services. The successful
applicant will readily
understand new ideas and
translate these into
controlling marketing
budgets and revamps
existing brochures. Salary
according to experience.
CV TO CULLEN, PWS PLC
55A NEW BRIDGE RD,
TUNBRIDGE WELLS
FAX: 081 588 2530

MAJOR ADVERTISING AGENCY

Leading London media independent
requires numerate graduate seeking a
career in media planning and buying. An
ability to express yourself verbally and in
writing is important, an aptitude for
figures is essential.

Relevant recent graduates should apply
to Box No 4430

ADVERTISING SALES
Upside French business
travel magazine seeks exp'd
adv. sales rep. for int'l
advt. Unemployed, dynamic,
used to high level contacts.
Please French publications.
Resumes to Vincent
Bourgeois/MFO, 39 rue St.
Dominique, 75007 Paris.
France or FAX to Paris (33-1)
43.53.29.25.

RESIDENTIAL
LETTINGS
We require an experienced,
well spoken negotiator for our
Personnel Office. Car
essential. Salary &
commission £20,000 OTE.
Harrington Lowndes
071 736 1166

SALES
(Basic £6,000 + comm)
3 years minimum
experience.
Telephone & face to face
ability required.
Tel Mr Bell NOW:
081 490 5012

NEWS

Clarke urged to limit tax rise

■ Kenneth Clarke received warnings from four fronts not to introduce a tough Budget for fear of damaging the recovery. But as fears of big tax rises receded, John Major reinforced expectations that modest increases would have to be imposed.

The "Seven Wise Men" who advise the Chancellor said that any tax rises should be limited — and offset by cuts in interest rates, advice echoed in a report by the Institute for Fiscal Studies. Mr Clarke's cabinet colleagues and backbenchers also cautioned him against big tax increases. Page 1

Britain joins Haiti blockade

■ The Royal Navy joined the blockade of Haiti with the dispatch of HMS Active as the United Nations arms and petrol embargo was implemented. The frigate is currently the West Indies guardship, patrolling off Belize. Pages 1, 14

Kasparov triumph

Garry Kasparov retained his world title by holding Nigel Short to a draw in the 19th game of *The Times* World Chess Championship. By reaching 12 points he made it impossible for Short to catch him. Pages 1, 10

Cypriot protest

A small but furious crowd of Greek Cypriot protesters swore at the Queen as she collected a ceremonial golden key to Nicosia from the mayor. Page 1

More defence cuts

More cuts and changes in the Royal Navy were announced in the Commons during the defence debate, with the closure of a training college and a reduction in submarine facilities. Page 11

IRA bomber jailed

An Irish lorry driver was jailed for 25 years at the Old Bailey for planning the largest bomb seen on the British mainland. The device was discovered because of the professional curiosity of two London policemen. Pages 1, 4

Fashion winner

John Rocha, the young and acclaimed British fashion wizard, won the Designer of the Year award among loud cheers from the fashion industry. Page 9

Clinton exit

President Clinton decided to pull the Rangers out of Somalia. He was also grappling with members of Congress who were trying to cut his powers to use force in Haiti and Bosnia. Page 14

Ways of making you laugh

■ Frank Georgi, a Berlin concert manager, is planning "Ossi Park" — a recreation of the German Democratic Republic. In the barbed wire compound tourists will watch videos of propaganda programmes, live in cramped apartments and, if they complain, be interrogated. After 14 days they will be allowed to leave — and not a moment earlier. Page 12

Music revolution

The rock star, George Michael could lose millions when the music industry can put videos on compact disc and send them through telephone lines. The High Court was told. Page 10

Last bastion

Signs of a minor economic and social — if not political — relaxation are appearing in communism's last Stalinist bastion, North Korea. Page 14

Georgia plea

Russia said that it was prepared to offer joint military action with other members of the Commonwealth of Independent States to Georgia. Page 12

NHS 'failure'

The lives of health service patients in need of urgent treatment are being endangered because hospitals are failing to give them priority over routine patients, said the Conference of Medical Royal Colleges. Page 4

Pardons sought

Andrew Mackinlay, Labour MP for Thurrock, won a first reading in the Commons of his 10-minute rule bill which seeks a pardon for men executed during the first world war. Page 11

Quiet diplomacy

Lord Owen, the European Community mediator, said that a renewed emphasis was being put on the relationship between Croatia and Serbia and that "quiet" diplomacy was now the order of the day. Page 12



Students demonstrate against the Queen's visit to Nicosia in front of pictures of Cypriot guerrillas executed in the 1950s. Page 1

BUSINESS

Economy: The evident fragility of the economic recovery argues against a tough Budget and in favour of another cut in interest rates, according to the Seven Wise Men on the government's independent panel. Page 25

Law: The trading conglomerate has appointed three non-executive directors to its board, including the former British ambassador to South Africa. Page 25

Markets: The FT-SE 100 Index fell 8.0 to 3129.6, retreating from two record closing highs. Sterling's trade-weighted index fell from 79.9 to 79.7 falling from \$1.4997 to \$1.4877 but rising from DM2.4385 to DM2.4421. Page 28

SPORT

Racing: Khaled Abdullah, the Saudi Arabian owner of Commander In Chief, is considering an estimated £4 million bid by the Japanese for the winner of the English and Irish Derbys. Page 45

Golf: Defending champion Nick Faldo could meet John Daly in the \$600,000 Toyota World Match Play championship at Wentworth if the big-hitting American beats Australian Steve Elkington in the first round. Page 48

Rugby Union: The New Zealand All Blacks will perform the haka before every game on their 13-match tour of England and Scotland and not just before international fixtures. Page 48

FEATURES

Holding rank: "No officer who has seen active service holds life lightly, or would show any less respect for the holder of a lower-rank medal than he — or she — would for a DSO or a CGM." Libby Purves on the classless army. Page 16

Flights of fancy: In America hiring a private jet is only a step up from calling for a mini cab. Julia Llewellyn Smith wonders why the British are so horrified by the idea. Page 17

HOMES

Making a house move? Rachel Kelly takes a seasonal look at when to buy, or when to sell, your home. Page 41

ARTS

Elgar on stage: The Royal Shakespeare Company is to premiere a play about Edward Elgar. David Pownall's *Elgar's Rondo* depicts the composer (played by Alec McCowan) at two of the darkest periods in his life. Page 35

Lennon tribute: A show based on the music and life of John Lennon has opened in the West End. But *Looking Through a Glass Onion* is a pallid tribute, says Benedict Nightingale. Page 36

American in London: For the first time, thanks to a National Portrait Gallery exhibition, Britons can savour the paintings of Thomas Eakins, said to be the finest 19th-century American artist. Page 37

PEOPLE IN THE TIMES



Austen Donnellan was acquitted by an Old Bailey jury of raping a fellow undergraduate after a drunken Christmas party. Pages 1, 3



Dr Ann Biezanek, 65, a doctor of Wallasey, Wirral, accused of supplying cannabis to her sick daughter, was cleared by a jury at Liverpool. Page 6



Benazir Bhutto returned quietly to power in Pakistan. When she was elected prime minister in 1988 the nation went wild. This time it yawned. Page 15

THE TIMES TOMORROW

Publish and be praised

■ "Some people will say that these memoirs should not have been published — at any rate not so soon after the events they described. This is nonsense." Robert Blake reviews Margaret Thatcher's memoirs

Curing travel sickness

■ Ever been taken ill on holiday? Tour operators are to help improve public and food hygiene

Make movies, my boy

■ Forget that you are a lecturer and playwright: when Warner says that you are a director, you make movies: Alan Franks on Anthony Minghella

TV LISTINGS

The 1979 election victory and subsequent battles with the cabinet "wets" are covered in *Thatcher, The Downing Street Years* (BBC1, 9.30pm). Page 47

OPINION

Two points off

The more boldly Mr Clarke is prepared to cut interest rates, the greater will be his scope to introduce new taxes and thereby to pull the public finances out of the dreadful hole in which they were left by recession. Page 19

Adrift in the Atlantic

Mr Clinton's irritation with Britain and France over Bosnia is a side-show. Far more disturbing than his outspoken criticism is the growing uncertainty about the uses of American power. Page 19

Sense on rape

Now that "date rape" has been accepted as a crime, women must accept their share of the responsibility for avoiding the circumstances in which misunderstandings are likely. Page 19

COLLINS

SIMON JENKINS

Malcolm Rifkind says defence is now pared to the bone and any further cut would require a "review of commitments". England's soldiery has been saying that since the Hundred Years War. Perhaps it is at last true. Page 16

MICHAEL BINYON

Comprising a quarter of the world's population, the Commonwealth is represented in the Security Council, the Group of Seven, Nato, the Conference on Security and Co-operation in Europe, the Non-Aligned movement, the Islamic Conference, the European Community, Gatt, the Organisation of African Unity, the Association of South East Asian Nations, and regional groupings in the Caribbean, and Asia. Page 18

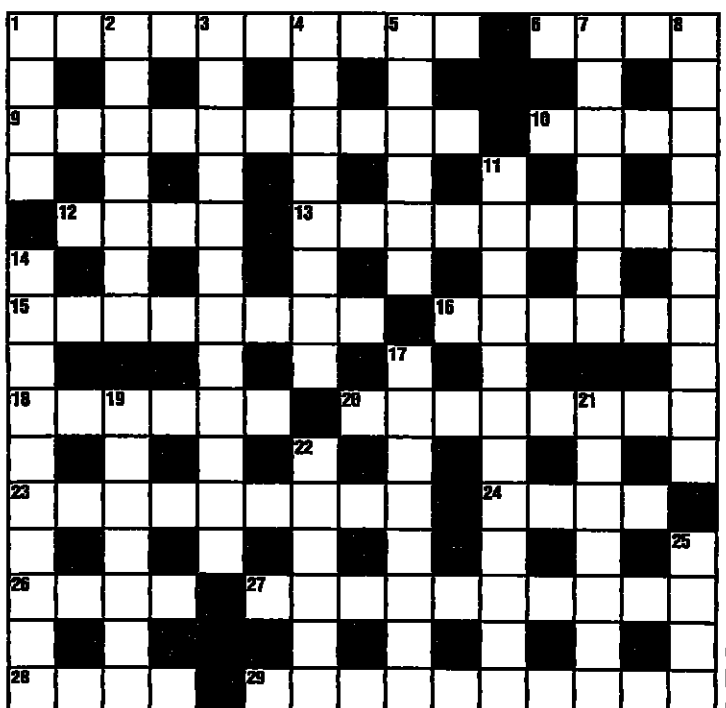
Time to take some action on repairing St Ethelburga's. Page 19

THE WALL

In attempting to hobble the President at this delicate stage, Senator Dole is offering the thugs in Haiti comfort — *The New York Times*

Both leaders and the body politic have to recognise the fundamental direction of the world in which we live. There isn't going to be any moat around the US — *The Wall Street Journal*

THE TIMES CROSSWORD NO 19,366



- ACROSS**
- Judge again has to cut down applause (10)
 - For the Romans, a day that is incomplete (4)
 - Anti-intellectual female relative of Gertrude, say (10)
 - Sort of market where you'll find a sucker? (4)
 - Friends can be hard on little Tom (4)
 - One in shapeless garb is dressed, all the same (9)
 - Irish get mad and very fierce (8)
 - Behind a barrier, where this conference is held (6)
 - Sign to staff one's required to press charges (6)
 - Hearless marriage is instant indication of male arrogance (8)
 - Ring one bird or animal down under (9)
 - Session of play producing a score of forty, for example (4)
- DOWN**
- Press clean-up hasn't started (4)
 - Way one's getting into partnership, ready for City jungle (10)
 - A follower of pop art (4)
 - A rousing outdoor performance (4,6)
 - After completion of sorcerer's spell, liable to be this? (4)
 - Permanent backing protecting abridged book (7)
 - Little boy with wind instrument almost gets in orchestra (12)
 - Lack of selfishness — a Liberal platitude? (8)
 - Son kept in the dark? Just the opposite, naturally (6)
 - Rose upset cover-girt (7)
 - Keep going overlong after break in plant (10)
 - Where crew may vanish when about to drink, it's said (4,3,5)
 - Attack sure to be hampered by bad weather (10)
 - Criticise article about Roman temple (8)
 - Coped with parts of agenda after start of meeting (7)
 - Middle-aged man in *As You Like It* (7)
 - Rescuer of merchant left at sea before capital turned up (6)
 - Divine ruler has port sent up (4)

Solution to Puzzle No 19,365

HOUSEPARTY A S
N A O E ASLEEP
BROWING W S E
U H N APLASTIC
S O Y L I U
T H O R B O L L W E E V I L
O S L Y I A A
W I N E B A R D R O P L E T
N U N B E L I
S H I N K W I R A P L E W E R
W I T L I U F
O P I S C U L E L T F
M R S S F O L L O W E R
A V E N U E L E R T
O D A Y D R E A M E R

Condensed Crossword, page 48

TIMES WEATHER

For the latest region by region forecast, 24 hours a day, dial 0891 500 followed by the appropriate code.

Greater London	701
Kent, Surrey, Sussex	702
Dorset, Herts & IOW	703
Devon & Cornwall	704
Wilt, Glouce, Avon, Barns	705
Berks, Bucks, Oxon	706
Bedf, Herts & Essex	707
North, Suffolk, Cambs	708
Shrop, Heref & Wores	709
Central Midlands	710
Lin & Humberside	711
Dyfed & Powys	712
Gwynedd & Clwyd	713
NW England	714
W & S Yorks & Dalcs	715
NE England	716
Cumbria & Lake District	717
SW Scotland	720
W Central Scotland	721
Edin & Fife/Lothian & Borders	722
Belts	723
Belgrade	724
Grampian & E Highlands	725
NW Scotland	726
Canterbury, Orkney & Shetland	727
N Ireland	728

Weatherfax is charged at 36p per minute (cheapest rate) and 48p per minute at all other times.

AA ROADWATCH

For the latest AA traffic and roadworks information, 24 hours a day, dial 0336 401 followed by the appropriate code.

London & SE traffic, roadworks	
C. London (within N & S Circs.)	731
M-ways/roads M4-M1	732
M-ways/roads M1-Dartford	733
M-ways/roads Dartford-T-M25	734
M-ways/roads M25-M4	735
M25 London Orbital only	736
National traffic and roadworks	
National motorways	737
West Country	738
Wales	739
Midlands	740
East Angles	741
North-west England	742
North-east England	743
Scotland	744
Northern Ireland	745
AA Roadwatch is charged at 36p per minute (cheapest rate) and 48p per minute at all other times.	

WEATHER

After a fine, frosty start over much of the south, cloud and patchy rain will spread from the north to most areas by early afternoon. Rain will mostly be slight and brighter intervals will develop in some areas. However, strengthening northerly winds may bring heavy showers to areas near the north and east coast. It will stay quite cold. Outlook: showers near the east coast for a time, otherwise mostly sunny by day and frosty by night.

ABROAD

MIDDAY: 1=thunder, 2=dizzle, 3= fog, 4= sun, 5= mist, 6= rain, 7= hail, 8= cloud, 9= rain, 10= sun, 11= mist, 12= rain, 13= hail, 14= cloud, 15= rain, 16= sun, 17= mist, 18= rain, 19= hail, 20= cloud, 21= rain, 22= sun, 23= mist, 24= rain, 25= hail, 26= cloud, 27= rain, 28= sun, 29= mist, 30= rain, 31= hail, 32= cloud, 33= rain, 34= sun, 35= mist, 36= rain, 37= hail, 38= cloud, 39= rain, 40= sun, 41= mist, 42= rain, 43= hail, 44= cloud, 45= rain, 46= sun, 47= mist, 48= rain, 49= hail, 50= cloud, 51= rain, 52= sun, 53= mist, 54= rain, 55= hail, 56= cloud, 57= rain, 58= sun, 59= mist, 60= rain, 61= hail, 62= cloud, 63= rain, 64= sun, 65= mist, 66= rain, 67= hail, 68= cloud, 69= rain, 70= sun, 71= mist, 72= rain, 73= hail, 74= cloud, 75= rain, 76= sun, 77= mist, 78= rain, 79= hail, 80= cloud, 81= rain, 82= sun, 83= mist, 84= rain, 85= hail, 86= cloud, 87= rain, 88= sun, 89= mist, 90= rain, 91= hail, 92= cloud, 93= rain, 94= sun, 95= mist, 96= rain, 97= hail, 98= cloud, 99= rain, 100= sun, 101= mist, 102= rain, 103= hail, 104= cloud, 105= rain, 106= sun, 107= mist, 108= rain, 109= hail, 110= cloud, 111= rain, 112= sun, 113= mist, 114= rain, 115= hail, 116= cloud, 117= rain, 118= sun, 119= mist, 120= rain, 121= hail, 122= cloud, 123= rain, 124= sun, 125= mist, 126= rain, 127= hail, 128= cloud, 129= rain, 130= sun, 131= mist, 132= rain, 133= hail, 134= cloud, 135= rain, 136= sun, 137= mist, 138= rain, 139= hail, 140= cloud, 141= rain, 142= sun, 143= mist, 144= rain, 145= hail, 146= cloud, 147= rain, 148= sun, 149= mist, 150= rain, 151= hail, 152= cloud, 153= rain, 154= sun, 155= mist, 156= rain, 157= hail, 158= cloud, 159= rain, 160= sun, 161= mist, 162= rain, 163= hail, 164= cloud, 165= rain, 166= sun, 167= mist, 168= rain, 169= hail, 170= cloud, 171= rain, 172= sun, 173= mist, 174= rain, 175= hail, 176= cloud, 177= rain, 178= sun, 179= mist, 180= rain, 181= hail, 182= cloud, 183= rain, 184= sun, 185= mist, 186= rain, 187= hail, 188= cloud, 189= rain, 190= sun, 191= mist, 192= rain, 193= hail, 194= cloud, 195= rain, 196= sun, 197= mist, 198= rain, 199= hail, 200= cloud, 201= rain, 202= sun, 203= mist, 204= rain, 205= hail, 206= cloud, 207= rain, 208= sun, 209= mist, 210= rain, 211= hail, 212= cloud, 213= rain, 214= sun, 215= mist, 216= rain, 217= hail, 218= cloud, 219= rain, 220= sun, 221= mist, 222= rain, 223= hail, 224= cloud, 225= rain, 226= sun, 227= mist, 228= rain, 229= hail, 230= cloud, 231= rain, 232= sun, 233= mist, 234= rain, 235= hail, 236= cloud, 237= rain, 238= sun, 239= mist, 240= rain, 241= hail, 242= cloud, 243= rain, 244= sun, 245= mist, 246= rain, 247= hail, 248= cloud, 249= rain, 250= sun, 251= mist, 252= rain, 253= hail, 254= cloud, 255= rain, 256= sun, 257= mist, 258= rain, 259= hail, 260= cloud, 261= rain, 262= sun, 263= mist, 264= rain, 265= hail, 266= cloud, 267= rain, 268= sun, 269= mist, 270= rain, 271= hail, 272= cloud, 273= rain, 274= sun, 275= mist, 276= rain, 277= hail, 278= cloud, 279= rain, 280= sun, 281= mist, 282= rain, 283= hail, 284= cloud, 285= rain, 286= sun, 287= mist, 288= rain, 289= hail, 290= cloud, 291= rain, 292= sun, 293= mist, 294= rain, 295= hail, 296= cloud, 297= rain, 298= sun, 299= mist, 300= rain, 301= hail, 302= cloud, 303= rain, 304= sun, 305= mist, 306= rain, 307= hail, 308= cloud, 309= rain, 310= sun, 311= mist, 312= rain, 313= hail, 314= cloud, 315= rain, 316= sun, 317= mist, 318= rain, 319= hail, 320= cloud, 321= rain, 322= sun, 323= mist, 324= rain, 325= hail, 326= cloud, 327= rain, 328= sun, 329= mist, 330= rain, 331= hail, 332= cloud, 333= rain, 334= sun, 335= mist, 336= rain, 337= hail, 338= cloud, 339= rain, 340= sun, 341= mist, 342= rain, 343= hail, 344= cloud, 345= rain, 346= sun, 347= mist, 348= rain, 349= hail, 350= cloud, 351= rain, 352= sun, 353= mist, 354= rain, 355= hail, 356= cloud, 357= rain, 358= sun, 359= mist, 360= rain, 361= hail, 362= cloud, 363= rain, 364= sun, 365= mist, 366= rain, 367= hail, 368= cloud, 369= rain, 370= sun, 371= mist, 372= rain, 373= hail, 374= cloud, 375= rain, 376= sun, 377= mist, 378= rain, 379= hail, 380= cloud, 381= rain, 382= sun, 383= mist, 384= rain, 385= hail, 386= cloud, 387= rain, 388= sun, 389= mist, 390= rain, 391= hail, 392= cloud, 393= rain, 394= sun, 395= mist, 396= rain, 397= hail, 398= cloud, 399= rain, 400= sun, 401= mist, 402= rain, 403= hail, 404= cloud, 405= rain, 406= sun, 407= mist, 408= rain, 409= hail, 410= cloud, 411= rain, 412= sun, 413= mist, 414= rain, 415= hail, 416= cloud, 417= rain, 418= sun, 419= mist, 420= rain, 421= hail, 422= cloud, 423= rain, 424= sun, 425= mist, 426= rain, 427= hail, 428= cloud, 429= rain, 430= sun, 431= mist, 432= rain, 433= hail, 434= cloud, 435= rain, 436= sun, 437= mist, 438= rain, 439= hail, 440= cloud, 441= rain, 442= sun, 443= mist, 444= rain, 445= hail, 446= cloud, 447= rain, 448= sun, 449= mist, 450= rain, 451= hail, 452= cloud, 453= rain, 454= sun, 455= mist, 456= rain, 457= hail, 458= cloud, 459= rain, 460= sun, 461= mist, 462= rain, 463= hail, 464= cloud, 465= rain, 466= sun, 467= mist, 468= rain, 469= hail, 470= cloud, 471= rain, 472= sun, 473= mist, 474= rain, 475= hail, 476= cloud, 477= rain, 478= sun, 479= mist, 480= rain, 481= hail, 482= cloud, 483= rain, 484= sun, 485= mist, 486= rain, 487= hail, 488= cloud, 489= rain, 490= sun, 491= mist, 492= rain, 493= hail, 494= cloud, 495= rain, 496= sun, 497= mist, 498= rain, 499= hail, 500= cloud, 501= rain, 502= sun, 503= mist, 504= rain, 505= hail, 506= cloud, 507= rain, 508= sun, 509= mist, 510= rain, 511= hail, 512= cloud, 513= rain, 514= sun, 515= mist, 516= rain, 517= hail, 518= cloud, 519= rain, 520= sun, 521= mist, 522= rain, 523= hail, 524= cloud, 525= rain, 526= sun, 527= mist, 528= rain, 529= hail, 530= cloud, 531= rain, 532= sun, 533= mist, 534= rain, 535= hail, 536= cloud, 537= rain, 538= sun, 539= mist, 540= rain, 541= hail, 542= cloud, 543= rain, 544= sun, 545= mist, 546= rain, 547= hail, 548= cloud, 549= rain, 550= sun, 551= mist, 552= rain, 553= hail, 554= cloud, 555= rain, 556= sun, 557= mist, 558= rain, 559= hail, 560= cloud, 561= rain, 562= sun, 563= mist, 564= rain, 565= hail, 566= cloud, 567= rain, 568= sun, 569= mist, 570= rain, 571= hail, 572= cloud, 573= rain, 574= sun, 575= mist, 576= rain, 577= hail, 578= cloud, 579= rain, 580= sun, 581= mist, 582= rain, 583= hail, 584= cloud, 585= rain, 586= sun, 587= mist, 588= rain, 589= hail, 590= cloud, 591= rain, 592= sun, 593= mist, 594= rain, 595= hail, 596= cloud, 597= rain, 598= sun, 599= mist, 600= rain, 601= hail, 602= cloud, 603= rain, 604= sun, 605= mist, 606= rain, 607= hail, 608= cloud, 609= rain, 610= sun, 611= mist, 612= rain, 613= hail, 614= cloud, 615= rain, 616= sun, 617= mist, 618= rain, 619= hail, 620= cloud, 621= rain, 622= sun, 623= mist, 624= rain, 625= hail, 626= cloud, 627= rain, 628= sun, 629= mist, 630= rain, 631= hail, 632= cloud, 633= rain, 634= sun, 635= mist, 636= rain, 637= hail, 638= cloud, 639= rain, 640= sun, 641= mist, 642= rain, 643= hail, 644= cloud, 645= rain, 646= sun, 647= mist, 648= rain, 649= hail, 650= cloud, 651= rain, 652= sun, 653= mist, 654= rain, 655= hail, 656= cloud, 657= rain, 658= sun, 659= mist, 660= rain, 661= hail, 662= cloud, 663= rain, 664= sun, 665= mist, 666= rain, 667= hail, 668= cloud, 669= rain, 670= sun, 671= mist, 672= rain, 673= hail, 674= cloud, 675= rain, 676= sun, 677= mist, 678= rain, 679= hail, 680= cloud, 681= rain, 682= sun, 683= mist, 684= rain, 685= hail, 686= cloud, 687= rain, 688= sun, 689= mist, 6

HOMES 41

Making moves: when to buy and sell

ARTS 35-37

Playwright David Pownall puts words in Elgar's mouth

SPORT 43-48

Prince Khaled offered £4m for Derby winner

MANAGEMENT AND THE IT BOOM
Page 32, 33

THE TIMES

WEDNESDAY OCTOBER 20 1993

2

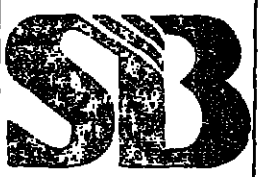


The Treasury team headed by Chancellor Kenneth Clarke, centre, who is flanked by Wise Men, left, Gavyn Davies and Andrew Sentance, and, right, David Currie, Andrew Britton, Tim Congdon and Patrick Minford

BUSINESS EDITOR
Robert Ballantyne

BUSINESS TODAY

UNHEALTHY



SmithKline Beecham warned investors about the bureaucratic pitfalls of Hillary Clinton's American health reforms
Page 27

UNLEASHED

Why is John Major watching the National Lottery Bill closely as what could be Britain's best-selling product reaches royal assent?
Pennington, page 27

UNDERCUT



Vauxhall's new credit card undercuts Barclays, charges no annual fee and allows rebates on buying new cars
Page 26

UNWIELDY

Brussels has set a target for halving unemployment by the year 2000 in a move that will involve further job regulation
Page 26

Wise Men call for new rate cuts

By JANET BUSH, ECONOMICS CORRESPONDENT

THE evident fragility of the economic recovery argues against a tough Budget next month and in favour of another cut in interest rates, according to the Seven Wise Men on the government's independent forecasting panel.

This is also the view expressed by Goldman Sachs, the US investment bank whose chief economist, Gavyn Davies, serves on the forecasting panel, and the Institute for Fiscal Studies (IFS), who publish their joint Budget submission today.

The most recent economic statistics have pointed to a slowdown in retail spending, a virtual collapse in consumer confidence among individuals, and a sharp rise in the unemployment rate. The IFS and Goldman Sachs are also concerned about the health of the recovery — Professor Wynne Godley of Cambridge, who could not attend the latest round of meetings and made a separate forecast, and Andrew Britton, director of the National Institute of Economic and Social Research — that they argue against any tax rises in the Budget.

The other five believe that taxes must be raised to tackle the public sector deficit but caution against anything more than a modest fiscal tightening for 1994-5. The

of the performance of manufacturing industry, including exporters. They provide a worrying backdrop to the Budget and have persuaded many City and academic economists that the Chancellor would be ill-advised to impose further tax increases or spending cuts.

Two of the Wise Men are so concerned about the health of the recovery — Professor Wynne Godley of Cambridge, who could not attend the latest round of meetings and made a separate forecast, and Andrew Britton, director of the National Institute of Economic and Social Research — that they argue against any tax rises in the Budget.

The other five believe that taxes must be raised to tackle the public sector deficit but caution against anything more than a modest fiscal tightening for 1994-5. The

Germans likely to trim rate today

European financial markets stabilised yesterday in advance of an expected small cut in the Bundesbank's key repo rate today (Janet Bush writes).

Share prices, which have rallied to record highs recently on rate cut hopes, dipped back and the mark, which has been strengthening, went on

the defensive. Economists believe the Bundesbank will cut its repo rate from 6.70 per cent, perhaps by only 5 basis points, but that the next cut in the official discount rate may not come until November.

Analysts believe that the Bundesbank will first want to see October's inflation numbers, due next week, which

are expected to show a drop in the cost of living from September's 4 per cent to about 3.7 per cent, and September's German M3 money supply figures.

These figures may come as early as today and are expected to show a deceleration in annual growth to 7 per cent from 7.2 per cent in August.

Men pointed out in their third report since the panel was set up by Mr Lamont, there is a general consensus that the budget deficit — which according to latest figures is likely to turn out very close to the government's £50 billion prediction for this year — must be tackled but that this should be done in a gradual way over the next few years. The independent forecasters urged the Chancellor to put in place tax or spending reforms, desirable in their own right, that would secure a medium-term reduction in the public sector borrowing requirement.

The panel's average growth forecast for this year is 1.4 per cent, up on the March Budget prediction of 1.1 per cent but around the same level as more recent Treasury assumptions. Growth in 1994 is expected to be a bit faster but the panel lists a number of risks for the recovery. There is a particular

risk that consumers may go on saving and that consumer spending may be subdued. There are also worrying signs that the housing market may undermine consumers' willingness to spend.

The panel expressed concern that investment might be cut from the end of this month when incentives enacted in last year's Autumn Statement end. There is also a risk that the world economy, particularly Europe, may see weaker growth than predicted.

Worries about the recovery took share prices off recent record highs, leaving the FT-SE 100 index eight points lower at 3,129.6. Sterling continued to sag on mounting speculation of lower interest rates. It ended at 79.7 on its trade-weighted index compared with 79.9 at the close on Monday.

Leading article, page 19

Lonrho 'unanimous' on changes

By COLIN CAMPBELL

TINY Rowland and Dieter Bock, joint chief executives of Lonrho, seemingly buried their differences yesterday. The international trading group announced that the board had "unanimously agreed" to appoint three non-executive directors.

In an apparent response to reports of a boardroom split, Lonrho emphasised that the board meeting to confirm the appointments had taken only 20 minutes. It is understood, however, that the company was able to show a united front only after Morgan Grenfell, its merchant bank, intervened on Monday. Morgan Grenfell is reputed to have imparted "strong advice" to directors who might otherwise have been planning to block the appointments.

A surprise factor in yesterday's announcement was the arrival of a "third man" in a non-executive capacity, together with the appointment of a further executive director, Terry Wilkinson.

Sir John Leahy, a former British ambassador to South



Dieter Bock's choices: Peter Harper, left, and Stephen Walls

Africa, joins Peter Harper, a director of Hanson, and Stephen Walls, chairman of Albert Fisher, the food processing group, as Lonrho's first non-executive directors since 1973.

Mr Harper and Mr Walls were both nominated by Mr Bock and are likely to head Lonrho's audit committee. It was originally expected that they would be confirmed as non-executives on October 7. That was unexpectedly deferred to yesterday. The defer-

ment was agreed to give all Lonrho directors a chance to meet the two nominees.

As time elapsed, speculation mounted over the scale of the rift between Mr Rowland and Mr Bock who, earlier this year, described themselves as "indivisible".

Mr Rowland, who defeated an attempted boardroom coup by the late Sir Basil Smallpeice and the "straight eight" in 1973, has since been opposed to letting in outsiders. Mr Bock, holder of an 18.8

per cent stake in Lonrho, was determined that non-executive appointments would be made and originally described his proposals as "non-negotiable". Yesterday's unanimity, therefore, avoided the prospect of Lonrho being obliged to call an extraordinary meeting.

Sir John Leahy, aged 65, was an independent director of The Observer newspaper, which Lonrho recently sold, and is governor of the Urban Foundation in South Africa. He was ambassador to South Africa from 1979 to 1982, and high commissioner in Australia from 1984 to 1988.

Mr Walls, aged 58, has been a Hanson director since 1990. He is responsible for the group's industrial services.

Mr Walls, 46, has held senior positions at Vernons, Chesham, Plessey and Wiggins Teape Appleton.

Mr Wilkinson, a South African, has been with Lonrho for 20 years and is currently managing director of its platinum mining operations in South Africa.

Lonrho shares rose 2½p to 130p.

Lloyd's heads off names rebellion

By JON ASHWORTH

LLOYD'S of London won a reprieve yesterday, when rebel names indicated they would not oppose a crucial vote on plans to allow corporate capital into the insurance market.

Up to 2,000 names are due at Lime Street this afternoon to vote on the most radical changes in the insurance market's 306-year history. Christopher Stockwell, chairman of the Lloyd's Names Association's Working Party, an umbrella body representing 37 action groups, met David Rowland, Lloyd's chairman, yesterday, and was given a "very substantial" assurance that the issue of compensation for names would be treated fairly.

In return, Mr Stockwell said the rebel names would not try to block today's vote. They would, however, seek to have the vote adjourned as a protest at Lloyd's behaviour. The rebels argue that Lloyd's should have addressed the

issue of compensation before voting on the introduction of corporate funds.

The Lloyd's council approved the introduction of corporate capital last month and a ballot is needed to seal the matter, clearing the way for City funds to enter the market in the new year.

Any delay would anger the mass of City institutions that are queuing up to provide corporate funds. Some 15 funds and trusts have been launched so far, promising up to £1 billion in new money between them.

Mr Rowland and Peter Middleton, Lloyd's chief executive, had threatened to resign if today's vote went against them. Mr Middleton was flying in overnight from Australia, where he has been briefing names on developments.

The extraordinary meeting begins at 4.30pm and has a fixed time limit of two hours. If the ballot proceeds as planned, a result is expected by about 8pm. Recorded details will be available by telephone on 071-327 5412 and 5413. All members of Lloyd's will receive full details of the ballot's outcome by post.




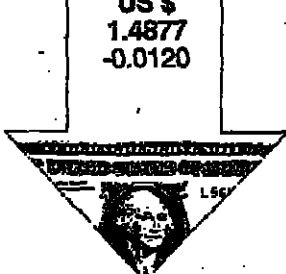
□ The latest in a string of investment vehicles aimed at the Lloyd's market was launched yesterday. Nelson Lloyd's Trust, sponsored by Lazard Brothers, is seeking to raise £60 million in underwriting capacity. Stephen James, former senior partner of Simmons & Simmons, is chairman. Octavian Group will advise on the choice of syndicates.

Even more bad news for computer dorks. (Microsoft have introduced effort-free computing.)

When we invented Microsoft Windows™ we took most of the hard work out of using computers. And we're constantly making our software even easier to use.

Turn to pages 3, 5, 7, 9, 11, 16, 27, 29, 31, 46 and 48, or call 0800 100 103, for more information.

Microsoft and the Microsoft logo are registered trademarks and Windows is a trademark of Microsoft Corporation. **Microsoft** Making it easier

STOCK MARKET		THE POUND		GOLD	
<div>FT-SE 100 3129.6 -8.0</div> <div></div>	<div></div> <div>DOW JONES 3648.18 +5.87</div> <div>Midday trading figure</div>	<div></div> <div>Dm 2.4421 +0.0036</div>	<div>US \$ 1.4877 -0.0120</div> <div></div>	<div>\$367.05 per oz</div>	<div>BRENT CRUDE</div> <div>\$16.70 per barrel</div>
LONDON CLOSING PRICES					

MARKETS IN DETAIL PAGE 28, SHARE PRICES PAGE 30

Pennington, page 27
Lloyd's crunch, page 29

Bae wins £200m defence order

By ROSS TIEMAN
INDUSTRIAL CORRESPONDENT

BRITISH Aerospace subsidiary Royal Ordnance last night won a key £200 million government ammunition contract, lifting the threat of Christmas redundancy from up to 1,000 workers.

The announcement was made as BAE's chairman, John Cahill, began fresh talks in Taiwan aimed at reviving his stalled joint venture deal to produce regional jetliners in partnership with Taiwan Aerospace Corporation.

BAE had warned ministers in Britain that it would be forced to close factories unless the government took up its bid, submitted almost six months ago, to supply the Ministry of Defence with its ammunition needs for the next five years.

Treasury efforts to cut public spending were blamed for the delay, which left some Royal Ordnance workers standing idle. Last night, a BAE spokesman welcomed the contract. "Without it, there would have been site closures and significant rationalisation," he said. "Rationalisation will continue in that business to save costs but this gives us a very good base workload."

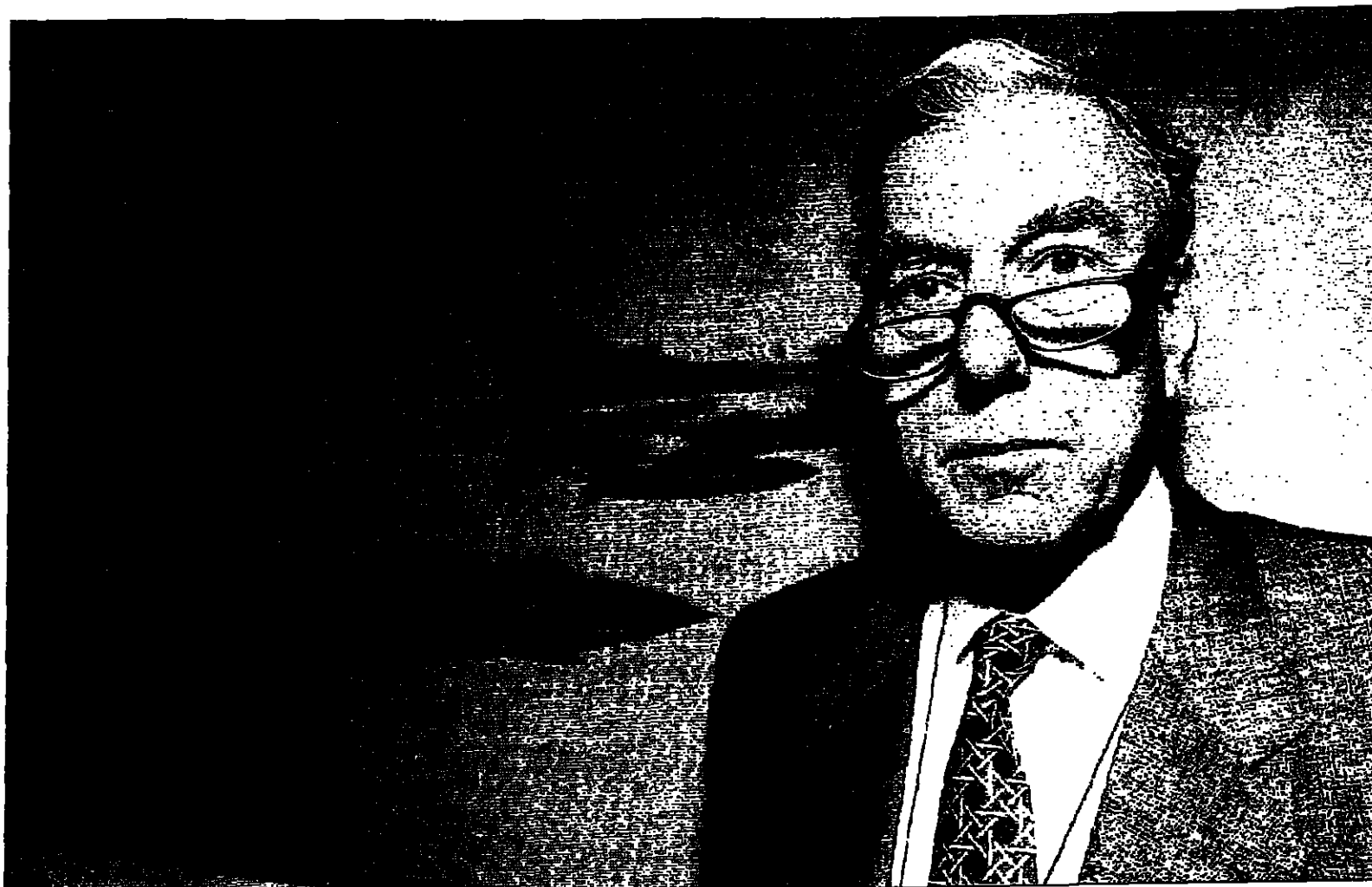
The order covers all forms of ammunition, from rifle rounds to 155 mm shells and 4.5 inch rounds for naval guns. It will help safeguard jobs at Birdsey in Tyne and Wear, Bishopclee in Kent, and Cheshire, Glasgow in South Wales, Faldingworth in Lincolnshire, and Bridgwater in Somerset.

British Aerospace also took comfort from initial contacts in Taiwan. Despite reports that TAC wanted to renegotiate the provisional agreement, signed in January, to bring the venture into being, a BAE spokesman said: "They have indicated that they are still committed to trying to reach a deal."

After ten months of hiccups, BAE is taking a relaxed attitude to the new round of negotiations over the planned £250 million joint venture.

Mr Cahill may well stay in Taiwan to the weekend if there are signs of progress. Richard Needham, the trade minister, will arrive in Taipei today, for talks with ministers in which he is expected to stress the British government's backing for the project. He is also likely to press for the Taiwan government, which owns 29 per cent of TAC, to ensure the TAC board is strengthened.

According to sources within BAE, many of the past problems over the deal have stemmed from uncertainty among TAC board members about what they are seeking to achieve.



John Cahill, the BAE chairman, who is in Taipei trying to rescue the year-long joint jet venture with Taiwan Aerospace Corporation

EC sets aim of 50% cut in unemployment by 2000

FROM PHILIP BASSETT IN BRUSSELS

BRUSSELS yesterday set, for the first time, a specific target of cutting EC unemployment by half by the year 2000 — and proposed radical measures to create jobs.

Although the move signalled by the European Commission will involve further employment regulation by the EC — to which the UK government and British business has objected — some of the EC's proposals, especially one suggesting that wage rises should be less than increases in productivity, will find favour in Britain.

This is the first time that the EC has set a specific target for unemployment — now standing at 18 million — and some member countries, particularly Britain, may look sceptically at such an idea, regarding it as impractical.

However, Padraig Flynn, the EC social affairs commissioner, set the specific target of cutting current EC unemployment of 10.4 per cent by half. He told an EC conference on employment in Europe: "I believe we can and must aim for a target of 5 per cent unemployment by the year 2000." He said: "To reach this target, we will need to create at least 20 million new jobs."

Britain immediately made clear its doubts on the EC being able to achieve such an

ambitious reduction in the number of people out of work. Lord Henley, the employment minister, said that the EC had "significantly failed" in recent years to create jobs, unlike other economic blocks, such as north America and Japan.

While Mr Flynn accepted that the EC had so far had only "limited effect" on unemployment, he insisted on his target, though he gave warning that it would not be attained by economic growth alone, which had, in the past, shown that only about a third of new jobs had gone to the unemployed. The volume of jobs from growth would have to be boosted, promoting employment in labour-intensive activities.

Mr Flynn insisted that the

aim of new EC employment policy would be to increase the number of people in work, rather than improve the lot of those in jobs, as had been the EC's way in recent years.

He rejected wholesale deregulation of the labour market, as advocated by British ministers, insisting that, although people wanted to keep their jobs, they should not do so "on the basis of a return to serfdom". Regulation was not "simply a nuisance to employers", but labour markets in Europe would have to be "re-regulated" to provide for the new work patterns that employers and workers wanted.

Urging a blend of "solidarity and competitiveness", he previewed the white paper on the economy to be put to the

European Council of Ministers by Jacques Delors, the commission president, in December by suggesting a number of key initiatives:

□ Wages — while denying that EC wage levels are uncompetitive in world markets, Mr Flynn said that the EC should "encourage increases in hourly wages below the rate of productivity growth", a proposal in line with the UK government's pay restraint for British public sector workers, but with the aim of increasing the number of jobs available.

□ Income support — governments should allow income support to be combined with income from work.

□ Competition policy — EC policy should be reviewed to remove distorting national employment subsidies.

□ Labour costs — non-wage costs should be reduced to encourage employers to provide jobs for the less skilled.

□ Long-term unemployed — formal steps to reintegrate them into the labour market should be provided.

□ Hours — working hours should be progressively reduced to create more jobs.

Miet Smet, Belgian president of the EC social affairs council, told the conference that income from an EC carbon tax could fund Europe-wide employment measures.

BM told to restate its 1992 accounts

By PATRICIA TEHAN
BANKING CORRESPONDENT

BM Group, the construction equipment manufacturer and supplier, has been ordered to restate its accounts for the year to June 30, 1992. In a report published yesterday, the Financial Reporting Review Panel says the "cash equivalent" element of the cash flow statement included significant items not permitted under the FR11 reporting standard.

Sydney Treadgold, the panel secretary, said the balance sheet showed cash and cash equivalent of £48.1 million. "A large part of this was incorrectly described," he said. The panel has also ruled that an exceptional profit of £3.1 million and related goodwill of £1 million written back were incorrectly described.

The company's auditors were Kingston Smith, since replaced by Price Waterhouse. BM's directors have assured the panel that requirements will be complied with in the next accounts and that the comparative figures will be amended. The panel has concluded that no further action should be taken.

For the year in question, BM reported profits of £34.6 million. Figures for the year to last June are due next month. Analysts forecast a pre-tax loss of £50 million. The shares peaked at 417p last year. Last night they were at 20p.

Corrigan joins Goldman with self-imposed limit

GERALD Corrigan, appointed yesterday by Goldman Sachs as an international adviser, said that he is excluding himself from the brokerage firm's trading and banking activities until mid-1994 as "a matter of good practice to make sure that the umbilical cord is unambiguously severed" from his recent duties as president of New York's Federal Reserve Bank.

Until his resignation from the Fed last January, he had held the job for seven years and was in charge during the Salomon Brothers Treasury bond market trading scandal in August 1991. Salomon was accused of submitting false bids to the Fed on behalf of clients whose authorisation had not been given. The bank was fined \$290 million to settle the Securities and Exchange Commission case against it. Mr Corrigan, 52, announced his resignation as one of New York's most powerful banking regulators, seven months later. The Fed had been criticised for its handling of Treasury auctions.

Gatt deadline doubt

THE December 15 deadline for the Uruguay Round of the General Agreement on Tariffs and Trade is unlikely to be met unless the US meets EC negotiators over the Blair House accord, Rene Steichen, EC agriculture commissioner, said yesterday. But he reaffirmed that the date of the deadline was firm and not negotiable. Agreement is being held up by French opposition to the accord under which export subsidies to farmers would be cut by up to 36 per cent.

Brokers end strike

INDIAN stockbrokers yesterday abandoned a strike that had paralysed the country's stock markets for a week after a Bombay court resolved the problem of scandal-linked shares seized by tax authorities. Bombay judge S.N. Variava, who heads a special court investigating a \$128 billion securities scandal, helped lawyers for stock exchanges in Bombay, Ahmedabad, Calcutta and Delhi and the income tax department hammer out an accord to end the strike.

Homes surge in US

A SURGE in apartment building during September pushed US housing starts to their highest rate in 3½ years. The annual rate of starts increased by 2.8 per cent, to a seasonally adjusted annual rate of 1.35 million units, after a revised rise of 6.7 per cent in August. The pick-up was entirely accounted for by multi-family units, a notoriously volatile indicator, they soared by 52 per cent. Starts on single-family homes, considered a more reliable yardstick, fell by 3 per cent.

Steel pensions dispute

BRITISH Steel's 190,000 pensioners reacted angrily to a letter from the company dismissing claims that it acted unlawfully by setting up a new pension scheme. The company was forced to review its pension arrangements after the pensioners claimed that part of a £600 million surplus had been used to benefit employees at their expense. British Steel could face legal action by the association. The pension scheme's trustees meet today.

Kenwood buys engineer

KENWOOD Appliances, the maker of small domestic machines, has acquired Precision Engineering Co (Reading) Ltd: Waymaster Ltd, its operating subsidiary, and Precision Reinforced Fibres, an associated company, for a total of £4.33 million. In addition, dividends totalling £370,000 were paid to the vendors prior to completion. The acquisition, funded by additional borrowings, is expected to marginally enhance Kenwood's earnings in the current financial year.

Owners appointments

FRANCIS Baron is to become chief executive of Owners Abroad, the holiday firm cleared by the City takeover panel of giving false or misleading information while fighting off a bid from Airtours. Mr Baron is currently head of Anglo-Saxon Television. Errol Cossey becomes deputy chairman. Michael Julien, right, recently became chairman. Howard Klein quit as chairman and chief executive after a profit warning once Airtours had been fended off.



Jerome back in black

S JEROME & Sons, the Yorkshire fabric weaver and spinner, made pre-tax profits of £25,000 in the six months to June 30, compared with a £9,000 loss for the same period last year. The directors are recommending an interim dividend of 0.2p (nil). Jerome is to invest £200,000 on new equipment in its spinning division in the second half. Improving demand in the first six months has been sustained in the third quarter, the board says.

Edinburgh Trust ahead

EDINBURGH Investment Trust said its net asset value per share rose 7.2 per cent to 322.5p in the six months to end-September. This compares with a 7 per cent rise in the FT-SE 100. The interim dividend is 2.95p, up 3.5 per cent. Earnings per share rose 26.2 per cent to 5.77p, but the company said this rate of earnings increase is unlikely over the full year. Pre-tax revenue rose from £17.62 million to £19.95 million.

Cost of living still falling, says Reward

By OUR INDUSTRIAL EDITOR

BRITAIN'S cost of living continues to fall, according to a new survey today by Reward, the pay information group.

The survey shows year-on-year overall cost of living, including housing costs, fell 3.6 per cent, cut by lower housing and fuel costs, and stable household goods prices. Private housing costs fell 17 per cent over the past 12 months on lower mortgage rates and local government services after the scrapping of the poll tax. But council tenants have seen a rise in their costs, up 5.3 per cent over the 12 months.

Transport costs rose 7.1 per cent in the past 12 months, due

to rises in petrol prices and car insurance. The survey gives a warning, though, about shop prices, which seem to be rising, but adds that with pay increases at about 2.3 per cent, those living in private property, who have not moved house for a few years, will be nearly 10 per cent better off this year than 12 months ago.

□ Continuing signs of an upturn in senior-level recruitment are indicated in a survey today by MSL, a human resources consultancy. The company said the level of recruitment for senior staff had stabilised this year, and the current increase exceeded even the most optimistic forecasts.

DTI agency 'fails to oust unfit directors'

By A CORRESPONDENT

DISHONEST company directors are escaping punishment because of the ineffectiveness of a government regulatory agency, according to a National Audit Office report published today.

The Insolvency Service Executive Agency, an executive arm of the trade department, is accused of "not fully meeting their objective of protecting the commercial world and the public at large against directors who abuse limited liability status".

The audit office calls for a shake-up of the organisation, which has 1,700 staff and an annual budget of £48 million. It says that since the introduc-

tion in 1986 of the Company Directors Disqualification Act, there have been 153,000 corporate failures, resulting in about 28,000 cases of unfit conduct being reported to the agency. To date, however, the agency has made only 2,900 applications for disqualification and only 1,700 directors have been banned.

The audit office blames inconsistent decisions by the agency, increased company failures because of recession and differences in Scottish legislation. It says up to six years can be taken to obtain disqualification orders — so directors involved can start up new firms while waiting.

'Spending smarter' buys a cheaper Vauxhall car

By SARA MCCONNELL PERSONAL FINANCE CORRESPONDENT

CREDIT cards are no longer used just for buying things. They are for buying things to clock up points to buy more things, preferably on a credit card. Card companies say this is good news for customers — and even better news for the credit card companies.

Vauxhall Motors yesterday became the first United Kingdom motor manufacturer to issue its own Visa/Mastercard credit card, offering a direct challenge to existing mainstream cards in an increasingly competitive market.

Vauxhall's card has an annual interest rate of 19.9 per cent, undercutting competitors such as Barclaycard by three percentage points, and no annual fee. However, the Vauxhall card has a vital extra dimension. Vital, that is for Vauxhall, which otherwise would not have considered sinking money into it. Every time a customer uses the card, for any purchase from food to mountain bikes, they also clock up rebate points, worth 5 per cent of the total amount of all purchases. These points can then be set

against the cost of a new Vauxhall car or van. Cardholders will be able to accumulate up to £500 of rebate points in a year or up to £2,500 over five years. Rebate points can also be accumulated on balances transferred from other credit cards.

GM, Vauxhall's American parent company, has been running a similar scheme in the United States since last September and now has nearly nine million cardholders. Four million of them applied for GM cards in the first four months after the scheme came into operation.

Charlie Golden, General Motors vice president and chairman and managing director of Vauxhall Motors, said: "In the United States, the card exceeded all expectations. The payback to Vauxhall is that we hope to sell more cars."



Chris Lacey with the new card

encouraging people to spend on credit cards and perhaps get themselves into difficulties. Mr Golden said: "This is not about spending more, it is about spending smarter."

Chris Lacey, Vauxhall Motors' marketing

director, is also hoping to attract the large numbers of UK executives who have company cars. They will also be able to earn rebate points using a Vauxhall card. "Preferably Vauxhall said, by using them to set against the cost of a second Vauxhall for their household. Alternatively they can redeem rebate points for vouchers when they get a new Vauxhall company car."

□ National Lottery concentrates minds at No 10 □ Make-your-mind-up time at Lloyd's □ Investors ignore lessons of history

The PM takes a punt

WORD has it that John Major is keeping an exceedingly watchful eye on the National Lottery Bill which, despite this hitherto undisclosed handicap, is wending its way towards Royal Assent.

There are several reasons why an ex-Chancellor, particularly one intent on not graduating to ex-Prime Minister, might take more than a passing interest in what is being billed as Britain's "biggest selling product".

Popular appeal (words dear to a PM's heart) of the national lottery is deemed immense. Turnover, during the first year of operation, is estimated at a minimum £2 billion (based on the assumption of a weekly sale of 40 million £1 tickets) eventually doubling to £4 billion. Analysts at Kleinwort Benson recently went so far as to predict a turnover of £6 billion, pointing to experiences in the US, Canada, Europe and Australia.

Turnover is one thing; the revenue split another. The Exchequer's take — as indicated in the last Budget — will be 12 per cent, while the government's White Paper suggested that the operator would be allocated 15 per cent. Common practice — to stimulate demand — is for prizes to account for 50 per cent of revenue, all of which would leave 23 per cent for beneficiaries in the shape of charities, the arts, sport, the national

heritage and the Millennium Fund. Such a structure is not yet cast in stone but, as far as potential operators are concerned the integral piece of the jigsaw, currently missing from the equation, is the length of the licence, expected to be issued by the director general of the national lottery next spring.

Kleinwort Benson recently ventured that the operator will be appointed for a fixed term "possibly seven to ten years". A ten year franchise would presumably attract all comers, whereas a five year time frame would prove a distinct turn-off.

The franchise will inevitably be perceived — not least by the Opposition — as a licence to print profits, but it is no coincidence that certain consortia, embracing the likes of the Tote and Rank Organisation, have, to date, stayed their hands.

Even the Opposition will not take long to calculate that 15 per cent of £4 billion represents a cool £600 million and references to private sector profiteering are likely to make somewhat choicer headlines than the likely start up costs and ongoing promotion

spend associated with the Great British Flutter.

What the private consortia are mulling over is the possibility that the 15 per cent might be shaved by a point or two in a competitive tender; initial capital investment could well amount to some £200 million, while the commission rate to retailers could account for no less than 5 per cent.

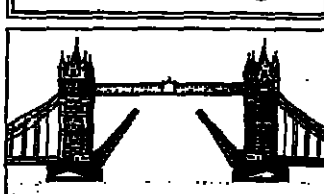
Major's nightmare, of course, is the risk that, with a little bit of mis-government, he just might go down in history as the PM who couldn't even get a lottery off the ground.

Once upon a time the UK actually ran a national lottery to fund public projects such as the British Museum. Alas, it was banned in 1826 after the discovery that Treasury officials had embezzled funds. The lessons of history...

A revolution on Lime Street

□ Today's skirmish may be the beginning of the end of the Battle of Lime Street. It is almost

PENNINGTON



entirely unnecessary but has become critically symbolic.

The idea of introducing corporate capital to Lloyd's was born of panic by Lloyd's brokers that they might have no market to cream commissions off. The panic proved as needless as the corporate capital, at least in the short term. Recent losses have ruined or discouraged thousands of names, but most of those who can keep going have proved smart enough not to get out at the bottom while many have upped their exposure to ride the upturn in the insurance cycle. In the event, there would not have been any drastic shortage of underwriting capacity.

That lack of need has exposed the drawbacks of corporate capital. Since liability is more overtly limited, it will erode one of Lloyd's chief advantages over the company sector, the high ratio of underwriting to capital tied up, which has helped keep its premiums competitive. Unless strictly controlled, corporate capital can also augment the bias to overcapacity, as the stampede to set up corporate funds has hinted.

A disparate alliance of distressed and forward-looking names have various shorter term fears. Some suspect the arrangements to rule off the past have been stacked against them, to make Lloyd's a place fit for the new corporate money, and see this as their last chance to use their voting numbers to get a better deal. Others simply fear the new money will be feather-bedded in deals with underwriters, leaving names as also-rans, and that the benefits of the upturn will be diluted.

Some of these fears reflect bitterness rather than logic but David Rowland and his chief executive, Peter Middleton, have taken them seriously enough to make the vote a confidence issue.

stress the role of corporate money in backing names' settlements and put heavy pressure on running costs to offset the higher capital cost of corporate money. In the end it is symbolism that counts. Lloyd's is being revolutionised. Names have, rightly or wrongly, already voted for that in principle and it looks too late to go back now. As history will prove...

Market returns to virtual unreality

□ Six years ago the Porsche was in the garage having next door's oak tree removed from the windscreen, the FT-SE was already down 250 points to around 2,050 and the institutions were beginning to wonder about the wisdom of some of the new issues of the previous months.

Six years on the Porsche has been traded in for a Rover, the market is eyeing 3,150 and the likes of Virtuality Group and Canadian Pizza have decided that the market is ready for them. Are they right? Virtuality, which has high

hopes of keeping losses to a mere £400,000 this year, streaked to a 70 per cent premium when dealings ended last night. One hopes the vendors appreciated their good fortune and were not too hard on their financial advisers for failing to maximise the proceeds of sale.

The pizza boys, one of a mere four prospectuses that landed on investors' desks yesterday, expect to debut on a fair premium to the rest of the food manufacturing sector but a slight discount to the market as a whole. They could be trampled by the dozen-plus Lloyd's corporate investment trusts waiting only on a favourable vote today.

The market is testing new highs not on the basis of any underlying strength of recovery — cautious trading statements are still the order of the day — but merely because low interest rates have made shares the automatic home for investors' cash. But no one is claiming more than a further point off base rates and once they are seen to be rising again the flight from equities could be sudden.

Should you be tempted, in coming weeks, by shares in the as yet untested leisure concept of Virtual Pizzas, bear in mind the old maxim that those who fail to remember history are condemned to repeat it. More lessons of history...

SmithKline fears pitfalls in Clinton health plan

By SUSAN GILCHRIST

BOB Bauman, chief executive of SmithKline Beecham, the Anglo-American healthcare group, yesterday added his voice to growing concern in the pharmaceutical industry over bureaucratic pitfalls arising from Hillary Clinton's American healthcare reforms.

Mr Bauman, pictured, said that he was "troubled" that Mrs Clinton's measures could lead to "large, costly bureaucracies and discourage the huge investments required to sustain advances in research and development". However, he said that SB had the "formula for success" in the world's changing pharmaceutical markets.

Mr Bauman made his remarks as he unveiled a 9 per cent rise in pre-tax profit, from £267 million to £291 million, for the quarter to September 30, broadly in line with analysts' expectations but slightly down on first-half growth.

The group's bottom line was flattered by a £123 million profit on disposal of its personal care brands to Sara Lee in June, although this was partly offset by a £109 million provision for restructuring the consumer brands business after the decision to focus on healthcare-related products.

Pharmaceutical sales, almost 60 per cent of group turn-

over, rose by only 2 per cent against an "exceptional" third quarter last year. Sales were up just 1 per cent in America and 3 per cent in Europe, although growth in the region was held back by particularly bad performance in Italy, where sales fell 21 per cent after continuing government pressure on health spending.

The group said that it was particularly pleased by the performance of its new drugs: its four key new products — Paxil, an antidepressant, Relafen, an arthritis medication, Kytril, a cancer drug, and Havrix, the hepatitis A vaccine — almost doubled sales, from £113 million to £321 million, in the year's first nine months.

The importance of strong growth in new drug sales was shown by the continuing decline of Tagamet, traditionally SB's best-performing product. Sales of Tagamet, which comes off patent next year, fell 7 per cent over the first nine months, although there was a 2 per cent increase in the third quarter.

Sales in the animal health division rose by 4 per cent after revision of marketing strategy. Sales will be boosted by the acquisition of the Roche Animal Health business, expanding SB's product line.

Refocusing the consumer brands business on healthcare products lifted sales from continuing operations by 11 per cent, although profits were hit by higher advertising spend. Acquisitions helped to lift sales of SB's Clinical Laboratories by 15 per cent.

SB's share price has been hit this year by worries over US healthcare reforms and by the rejection by the American authorities of SB's application to sell a reduced strength over-the-counter version of Tagamet. The shares rose 9p, to 414p, at yesterday's close.

The third-quarter dividend rises by 22 per cent, from 2.075p to 2.533p.



Hanson displays its interest in Australia

By COLIN CAMPBELL

HANSON yesterday emphasised its commitment to Australia, with Lord Hanson, the group's chairman, saying it was "a country where we want to do business".

Lord Hanson's comments came after the appointment of Anthony Cotton, a Hanson main board director since 1990, as deputy chairman of Renison Goldfields Consolidated (RGC), a diversified Australian group with gold mining and metals interests. Mr Cotton was formerly Hanson's deputy chief operating officer, Britain, a post he took up in 1989.

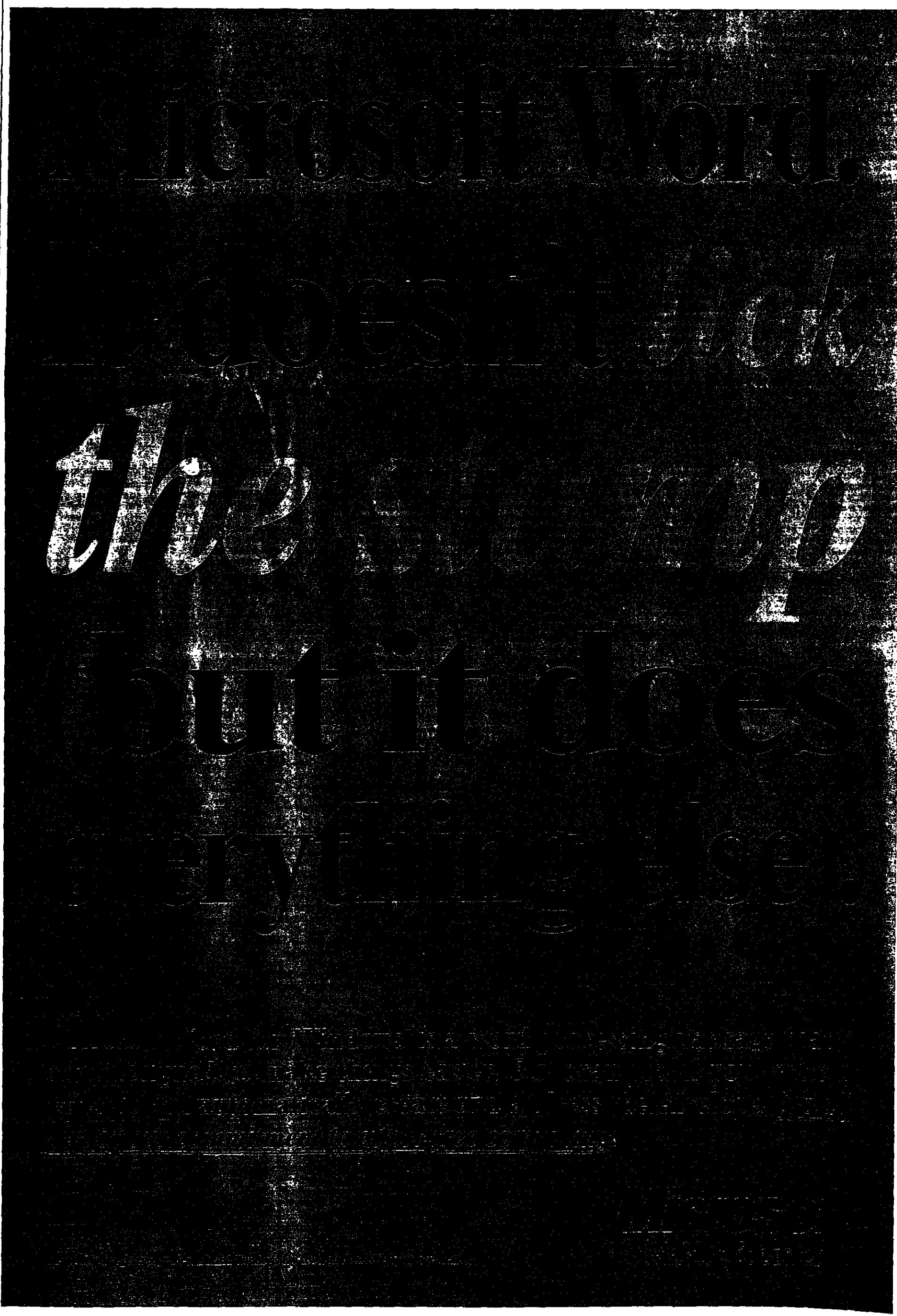
Hanson inherited its 40 per cent stake in RGC in the wake of its 1989 acquisition of Consolidated Gold Fields, which, at the time, owned 44 per cent of RGC. The stake slipped to

40 per cent when Hanson decided not to take up rights to an RGC issue.

Mr Cotton's appointment as RGC's deputy chairman implies his succession as RGC chairman when Max Roberts retires from the post next year. Mr Cotton, is one of three Hanson nominees on RGC's board, and is now resident in Sydney.

Mr Roberts said: "Hanson, with its resources to provide full financial backing, has expressed its intention to support RGC as appropriate."

Hanson's main interests in Australia include its 40 per cent of RGC, which itself has a 25 per cent stake in the Porgera gold mine in Papua New Guinea, and coal assets recently acquired from the Costain group.



Lloyd's comes to the crunch over corporate capital

Jon Ashworth believes that, although some names are unconvinced, London's 300-year-old insurance market is about to change its rules and let in City cash

Just over a year ago, members of Lloyd's were beginning to accept that their cherished "club", an institution to which some owed wealth, others sadness and misfortune, was on the brink of changing forever. How many of them could have foreseen that the work of more than 300 years could be overturned in the space of a mere 15 months?

Today, names are due to vote on whether to throw the doors of Lloyd's open to corporate capital. If the vote is positive, Lloyd's will have won the backing it so desperately needs to secure its future as the world's premier insurance market. Failure to support the bylaws passed by the Lloyd's council last month will send fresh cracks spreading through an already crumbling citadel.

Peter Middleton, Lloyd's pioneering chief executive, and David Rowland, its equally resilient chairman, have threatened to resign if the vote goes against them. Neither wants to do so, but these are turbulent times and strong words are called for.

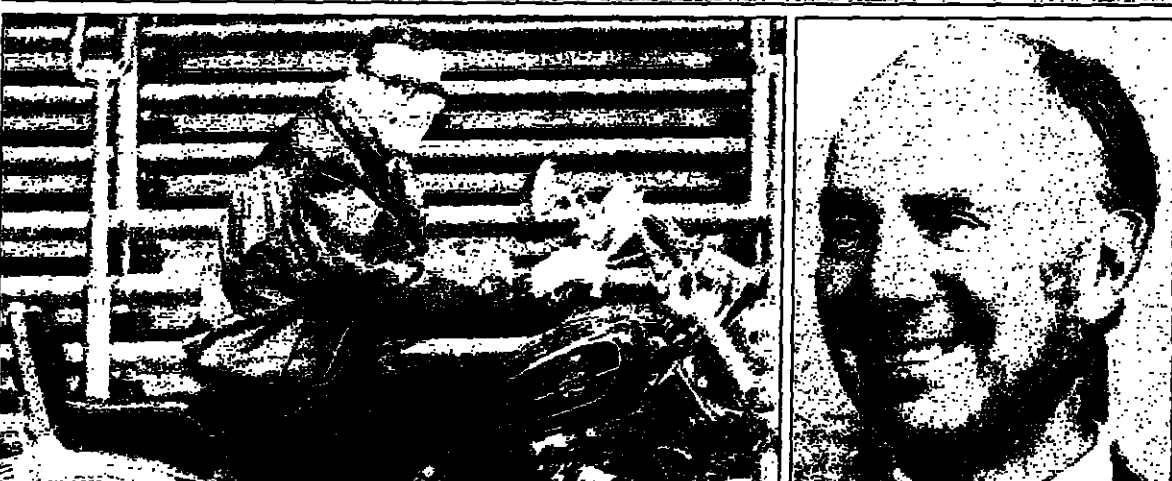
If their bluff is not called and the vote goes through, the City investors who are lining up for a slice of Lloyd's will be spurred to new levels of activity. Already, 15 investment vehicles have been launched offering up to £950 million in underwriting capacity between them — and more are waiting in the wings. From January 1, a new wave of money is set to flood the market, filling the gaps left by disillusioned names and reassuring clients around the world that claims will be met.

But nothing is simple where Lloyd's is concerned and the wave brings an equally significant threat in its wake. Existing names have already put up much of the estimated £9 billion in underwriting capacity required for 1994. Too much cash, and the market will be swamped. Restrict the flow from the City to protect individual names and the howls of protest will echo from the rooftops.

Equally worrying for Lloyd's management is the tide of discontent among its members. Some 37 different action groups — with 17,000 members between them — have been gathering proxy votes in the hope of derailing today's proceedings. Angered and alienated, they aim to use their collective voice to speed settlement of more than a dozen legal actions.

Set against them is an equally solid body of support for Lloyd's, not the least from the 4,000 working names who rely on the market for their livelihood. In a postal ballot earlier in the summer, names voted strongly in favour of the introduction of corporate capital. Today's proceedings may be little more than a formality. On the other hand, there is a real threat that dissident names will force a postponement, irritating City institutions whose plans depend on the outcome.

Opinions over the benefits of corporate capital are sharply divided, with names treading a fine line between pinning Lloyd's down over the terms of a settlement and pushing their luck too far. Some fear that a vote against corporate capital would drive away the



Storm warning: Peter Middleton, left, and David Rowland have threatened to resign if they lose the vote

very investment needed to fund such a settlement. Others say the opportunity to negotiate will be lost once the votes have been cast.

The prospect of being able to invest in Lloyd's is an exciting one for corporate investors, ever on the hunt for new opportunities. They have the added advantage of coming in to a market less exposed to the vagaries of

tosis; Gooda Walker and the London market excess of loss (LMO) spiral.

Today's proceedings are the culmination of a long series of epic moments at Lloyd's. In June 1992, in probably the most dramatic meeting of all, some 3,500 names flocked to hear David Coleridge announce losses of £2.1 billion in the 1989 account. The six and a half hour session set the scene for the changes to come.

Failure to support the bylaws passed by the Lloyd's council last month will send fresh cracks spreading through an already crumbling citadel

July 1992 saw the publication of Sir Jeremy Morse's report on a new structure for Lloyd's, a blueprint for change which initiated the trend towards a leaner, fitter insurance market and paved the way for appointment. Sir David Walker's report on the LMO spiral heralded the arrival of new regulations to protect names from excessive risk, increase regulatory powers and improve professional standards.

By March 1993, the new team was in place and proposals for the introduction of corporate capital were well advanced. By the end of June, the

market was predicting the arrival of up to £500 million in corporate funds. Now, the figure has doubled and all that remains is for the whole contentious business to be put to the vote.

For many of the Lloyd's old guard, changes have whirled past at a dizzy pace. The market they knew is changing beyond recognition, with the number of agents predicted to halve to less than 100 by next year and syndicates set to dwindle from more than 400 to about 150. There are 228 at present. The Corporation of Lloyd's, once happy to stand back and allow commercial instincts to run free, has become an active player in the market, enforcing professional standards and controlling costs. The number of underwriting names is likely to fall from more than 30,000 to about 17,000, and the greed which gripped syndicates in the eighties has given way to an atmosphere of prudent caution.

It is difficult to say how many names will attend today's meeting. Only 1,100 turned up for the last one earlier in the summer. If the motions are put to the vote as planned, the outcome will be known by about 8pm. By daybreak, either the City will have won the green light to unleash its wave of money, or Lloyd's will be back banging its head against a crumbling wall.

TEMPUS

Games people play

THERE must be a lesson to be learnt when the biggest flotation premium is on a company which has a record of trading losses and forecasts a loss in its prospectus. Virtuality's debut may be a fluke but it is only one of several companies in the last six months that have raised significant sums on the back of hope value and a following wind.

This is not to say they will not succeed. Virtuality appears to have a product that works and a market in which to sell it which is worth any number of billions of dollars. Recent biotechnology new issues have been sold merely on the hope of product launches. Investors in Virtuality can also take some comfort from the presence of Motorola and IBM which are both interested in the shares. CentreGold, which yesterday announced its £25 million placing is also offering a ride on

the video-game bandwagon but offers greater security via a three year record of profits and an established relationship with Sega, the computer game manufacturer.

The electronic games market has grown at a phenomenal rate with sales increasing from £190 million in 1990 to £900 million last year and shows no sign of running out of steam. But while distribution and marketing costs are high, entry barriers into programming are low; every boy and his dog is writing game programmes and some are winners.

Choosing stocks in this sector is, to some extent, about picking the game that will sell best in the run-up to Christmas but the premium share ratings (CentreGold is being sold on 22 times historic earnings) have as much to do with possible bids from a Sega or Nintendo, as long-term prospects.

Wolseley

THE board that presented yesterday's full-year figures from Wolseley might have been lining up for a family funeral rather than unveiling an increase in trading profits that would have been the envy of most other firms in the battered building materials sector.

Such is the company's way. But the content of their message suggested that the City, inured to Wolseley's low-key presentation style, has seriously underestimated the strength of the profit upside in the current year.

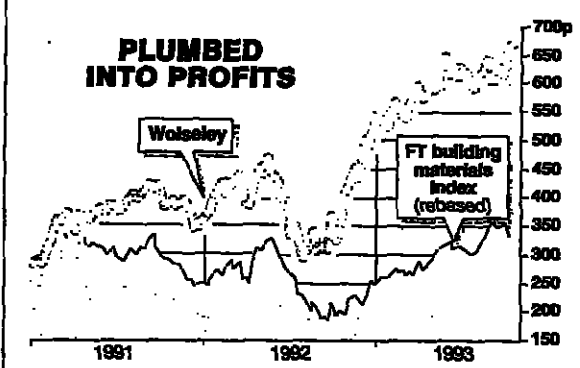
Wolseley has bought in turnover of £350 million over the past few months, most recently with the purchase of Erb Lumber just after the financial year-end, and this will all kick in for a full year this time. A further purchase is earmarked to soak up the

rest of the cash the group raised, sensibly taking advantage of a forward price-earnings ratio well into the 20s, at the time of the Erb acquisition.

Brossette, the French operation, appears to have sidestepped the worst of the recession there. The British business, still two thirds of the European division, can

hope to advance margins from 6.2 per cent to perhaps 7.5 per cent this year while still running behind the rate achieved in the second half of last year.

The shares now sell on about 17 times forward earnings, based on forecasts updated yesterday. Expensive, but Wolseley remains a quality operation.



Enfranchisement

THE market blessed the enfranchisement of Hammerson's limited voting A shares with a small rise on a gloomy day. Enfranchisement is good for companies and shareholders, in part because it increases liquidity and avoids the nagging doubts about value created by illiquid but high-voting shares trading at a premium to limited voting shares.

More important to investors over the long-term are voting rights. British institutions are finally waking up to the managerial (and sometimes ethical) deficiencies in boardrooms, using their clout as voting members of the company to eject the incompetent and curb high salaries and featherbedding.

Split voting structures are a relic of the past that enable founding families and friends to keep control while owning a minority of the capital. The Stock Exchange expresses official disapproval but in practice has done little to remove these anomalies. Ron Spinnery should be given credit for blowing away the cobwebs at Hammerson and

shareholders should demand change from Forte and the Savoy Group forthwith.

McKechnie

McKECHNIE's directors must be getting tired of waiting for recovery. Having done all the right things in cutting costs and improving stock turnover, some real sales growth to boost the bottom line would have been welcome. It seems that the green shoots have been trampled and McKechnie will again have to sweat more profit out of a business showing little or no growth.

Underlying sales were flat year on year. McKechnie paid £43 million for Savage to position the group for a housing market revival with McKechnie's sales to the DIY sector expected to rise from 15 per cent to 25 per cent of the group turnover. But growth in the home improvements sector needs more than stable house prices, and a thriving German market will not be enough to compensate for a somnolent Britain.

Without Savage, McKechnie's earnings per share would have been only

marginally higher this year and with the shares trading on almost 18 times forecasts for 1994 the temptation to buy profits must be strong.

Lonrho

LONRHO's capacity to surprise has duly delivered the boardroom compromise between Dieter Bock and Tiny Rowland. Lonrho shares have been almost as outstanding an investment since the arrival of Mr Bock as they were a disaster in the previous year and there is now little reason for this recovery to be reversed.

Rather than being seen simply as two for Rowland to match two for Bock, the extra board members should be seen as a reasonable attempt by Mr Rowland to maintain the African interest, when further changes are inevitable to freshen the faces in the board photo album. Unless Mr Bock's revolution takes a radical new turn, recovery of the African interests, most notably the platinum interests run by board newcomer Terry Wilkinson, will determine how far and how fast Lonrho's recovery continues.

THE TIMES CITY DIARY

Frank facts on French lottery

DISTURBING news from across the Channel seems certain to cast a shadow over the proposed UK National Lottery, tenders for which are due to be issued soon. Gerard Cole, chief executive of Les Francaise des Jeux, the state-owned body which runs France's weekly Millionaire lottery draw, is under pressure to resign following publication of a damning government report which attacks weak accounting policies and excessive expenditure. The 35-page report criticises Les Francaise des Jeux for buying a new 10 million franc computer system last year, even though the previous system was adequate. Question marks are also raised over communication and publicity expenditure of Fr559 million in 1992, up 55 per cent in two years. Chief concern in this sphere was the life style of Cole and his senior directors, which included lavish holidays, excessive advertising promotion, weekend trips and dining out. The report concedes that Les Francaise des Jeux's turnover has trebled under Cole since 1988, but is concerned that the administration has lost control. As if all this were not embarrassing enough, the operation is due to be sold off

under France's privatisation drive. Cole, a former campaign manager for President Mitterrand, may have overplayed his hand.

Paris victim

STILL in France, our sympathies to Alasdair Haynes, head of European Derivatives at UBS, who was dragged from his car by striking airline workers at Roissy-Charles de Gaulle airport near Paris yesterday and held hostage for 15 minutes. Haynes had been unable to board a flight to Frankfurt due to a strike by Air France ground personnel, and was driving away from the terminal when a gang of about 30 thugs smashed in his windscreen. "I was unhurt,

but it was pretty unpleasant," says Haynes, safely back at his desk in central Paris. "They spotted the British registration and went for me. One flashed a knife and another had a knuckle-duster." Haynes says he will take the train in future.

No half portions

A PRIME City address is up for grabs. Dewe Rogerson, the financial PR consultancy, is to move upstairs by the end of the year, freeing the street-level space at 3½ London Wall. Roddy Dewe, founder and chairman, would love to see a restaurant on the site — close to Robert Fleming and directly opposite a landmark Thai restaurant. "I have had one or

two people coming in," says Dewe, who is open to suggestions, but, equally, will not be giving anything away on the cheap. "If they want the 3½ number, they will have to pay for it," he snarls.

Magical note

SOME 700 guests recently made their way to the Science Museum in South Kensington for a party celebrating the 125th anniversary of W.A. Ellis, estate agents and surveyors. Thankyou letters to Michael Duncan, senior partner, included the following: "I was surprised that despite not being a 'residential' man, I knew so many of the guests. This extended to one of the magicians who I last saw working in the finance department of Olympia & York when we were both in their employ. Last night, he was turning guests' £20 notes into £5 with great alacrity — a skill, no doubt, honed to perfection at Canary Wharf!"

Shining feat

DIAMONDS go with everything, as De Beers generously demonstrates in London this week with its sponsorship of two cultural events. It is not only those stones that De Beers markets from the Republic of Sakha (Yakutia), in the Russian far east, that

dance in the light, but the feet of the Siberian National Folk Dance Ensemble who, as part of a six-week tour of Britain, are on stage at the Barbican tomorrow for an evening of traditional folk dances and music. And there will be a host of Oppenheimers in the audience. At the Victoria and Albert Museum, De Beers is co-sponsor of an exhibition of medieval Russian icons and treasures that are on display until January. Shop early for Christmas.

Three up

THE London Bullion Market Association has gone three up over its old adversaries at the London Metal Exchange — and the price of gold has nothing to do with it. The occasion was an annual golf competition, held at Blackmoor Golf Club on Monday, which saw the LBMA team triumph 5-3, helped by the sizzling form of Colin Griffith of Credit Suisse and Paul Taylor, a City PR man. The bullion boys generously agreed that the silver salver could remain in the LME's trophy cabinet, despite winning the trophy for the third year running.

MENU at a Hungarian restaurant in Hampstead: "Today's Special: Egg On Ronay."

JON ASHWORTH



"I'm saving for a new car"

Analysing data?
Make it easier with Microsoft Access for Windows

Dublin exchange to leave London

**Dublin
exchange
to leave
London**

As a result, the *Journal of Management* has been able to publish a wide range of research, including empirical, theoretical, and methodological studies, as well as research on management education and practice. The journal's content is also highly influential, with many studies being cited in other research and in management practice. The *Journal of Management* is a key source of information for researchers and practitioners alike, and its impact on the field of management is significant.

1. The first step is to identify the problem. This involves understanding the symptoms and the context in which they are occurring.

2. Next, you need to gather information. This can be done through interviews, observations, and research.

3. Once you have gathered information, you need to analyze it. This involves looking for patterns and identifying the root cause of the problem.

4. After analysis, you need to develop a solution. This involves brainstorming ideas and selecting the most effective one.

5. Finally, you need to implement the solution. This involves putting the plan into action and monitoring the results.

Burn
Went
and
financial
trade
second
paid
trader
can
listing
be
Don't
commen
up
Fund
learn
came
ke
Wor
have
nat
secur

banks and
The pub
delepar
from the

**NE
OPI**
(AL
Comic and dis-
ventures of the
Ferry school
trade minister
1999
Entrepreneur
is FREE plus

For more information
on doing business
in Arab States

Made
EXH

[illegible]

Dublin exchange to leave London

FROM A CORRESPONDENT IN DUBLIN

A BILL to separate the Dublin and London stock exchanges is about to be published by the Irish finance department and is expected to be law before next summer. The exchanges have been linked through the International Stock Exchange of the United Kingdom and Ireland (ISE) for 19 years.

The bill will empower the Irish Central Bank to supervise the exchange and brokers. The Dublin exchange will continue to supervise public limited companies and it has said that it will adhere to the standards of the Yellow Book, London's regulations. Dublin has already taken steps that should lead to creation of a separate Takeover Panel.

The exchange split, caused by an EC directive on securities supervision and by political expediency, has been expected for a year, but was at first resisted by big Irish companies, which said that their shares would be less marketable if regulation left London for Dublin. Smurfit, the packaging group, and CRH, the building materials supplier, were vocal. CRH indicated that, if asked to choose a Dublin or a London listing, it would choose London.

Compromises have, however, been agreed between Dublin and the ISE and the Irish finance department and central bank. Irish stocks with secondary listings in London will be able to continue to be traded on both exchanges and can now take dual primary listing, which means they will be supervised by London and Dublin. Additionally, a joint committee on listing will be set up by the two exchanges.

Fund managers had voiced fears that Dublin might become an illiquid regional market with poorer regulation. Worries about regulation may have been allayed by the central bank, which, while new to securities regulation, polices banks and building societies. The bill will let the bank delegate day-to-day supervision to the Dublin exchange.

Four more companies seek autumn listings

Rush to market gathers speed

BY MARTIN FLANAGAN AND SARAH BAGNALL

THE string of companies queuing up to go public continued yesterday. A pizza company, a general insurer, a computer entertainment group and a biopharmaceuticals business are among the latest raising cash in the stock market.

Formal announcements by Canadian Pizza, Independent Insurance, CentreGold, and Cantab Pharmaceuticals came on the day that shares in Virtuality, the "virtual reality" games machine company, soared to an 83 per cent premium on their stock market debut.

Canadian Pizza, which makes pizza crusts and is based in Salford and Nelson, Lancashire, published its pathfinder prospectus and confirmed that it expects to have a market capitalisation of £30 million when it is floated through a placing and offer for sale. The terms are due to be announced on November 3.

The group, of which Harry Kent is founder and deputy chairman, Peter Woodall the managing director and Reg Bolton the finance director, produces 40 million pizza crusts a year for the likes of J Sainsbury. It expects profits of £3.15 million in the current year, compared with £2.21 million last time.

Independent Insurance is the first UK general insurer to seek a listing since 1945. It



Canadian Pizza's Reg Bolton, left, Harry Kent and Peter Woodall expect a tasty £30 million market capitalisation

proposes to raise up to £25 million when it comes to the market next month. The company, which has bucked the trend set by its industry rivals by making profits in every one of the past ten years, is expected to have a market capitalisation of about £100

million. In its pathfinder prospectus, it revealed a planned two-for-one share split and a forecast final dividend of 4.75p, taking the total for the year to 8.25p.

The company also unveiled pre-tax profits of £7 million for the eight months to August 31,

compared with £3.7 million for the whole of 1992. In June and July, Independent Insurance made an underwriting profit of £1.15 million, taking the total for the eight months to £3.2 million.

Few of the existing shareholders — which include 31,

the venture capital company, and Foreign & Colonial Enterprise Trust — are selling shares. Neither are the four executive directors, who hold 12.5 per cent of the existing equity, to sell shares.

The company originally intended to float in May but

postponed the listing because of losses on stop-loss policies for Lloyd's names. At the interim stage, the company provided £5.2 million for re-insuring and reinsurance cover to cap the losses. At the end of August, it had reserves of £41.8 million to cover outstanding claims and an unearned premium reserve of £43.4 million, held to cover the unexpired portion of business already written. The pathfinder's actuarial report concludes: "In our opinion, the technical reserves at the end of August are soundly based in that, overall, they exceed our projection of the corresponding liabilities (net of reinsurance) based on past and current trends."

CentreGold, which publishes licenses and markets computer entertainment software and games consoles, announced a placing and intermediaries offer of 20.6 million shares at 125p each, valuing the group at £25.8 million. About £11.2 million of new money is being raised. In the year to July 31, it made taxable profits of £2.7 million, against £1.7 million previously.

Cantab Pharmaceuticals, which is developing products for treating a range of diseases including herpes and cervical cancer, announced a placing of 3.3 million shares at 460p each, valuing the company at £45.3 million. The placing will raise £13.8 million; after the exercise, the group will have net cash of £21 million.

Tempus, page 29

Property group shares advance

BY CARL MORTIMER

SHARES in Hammerson, the property group, rose yesterday when the company announced the terms of the enfranchisement of its limited voting A shares.

Voting rights between the A and ordinary shares are to be equalised and holders of ordinary shares will be compensated for the loss of their superior voting rights by the issue to them of 5.6 million new shares by way of a two for 19 scrip issue. The ordinary share price rose 11p on the news to 410p while the A initially gained 11p to 380p but slipped back to 373p.

The enfranchisement proposals were announced by Ron Spinney, Hammerson's new chairman, with the rights issue in May. Hammerson had been criticised by institutions for its unequal voting structure which gave disproportionate power to ordinary shareholders, including the Hammerson family.

Yesterday, the board said a single class of share would increase the marketability and appeal of Hammerson stock, particularly for investors who objected to the split voting rights on principle.

The new shares will increase the size of the share capital by 2.23 per cent but ordinary shareholders who once held 62 per cent of the votes will have their influence reduced to 23 per cent.

Tempus, page 29

Boot issues capital spending plea

BY COLIN CAMPBELL

HENRY Boot & Sons, the Sheffield house builder and contractor, says competition remains fierce in its markets and argues that the government would be ill advised to reduce capital expenditure still further.

Net cash balances, which have long been a feature of Henry Boots' figures, stood at £14.5 million at June 30, compared with net cash of

£11.4 million at the end of December, but lower rates clipped the interest income earned in the six months to June 30.

Higher margins were achieved within the housing division, and the rent roll improved. But the plant hire market remains weak.

On a turnover that rose from £51.1 million to £64.6 million, pre-tax profits rose

from £2.21 million to £2.35 million. The interim dividend rises from 1.6p to 1.7p a share.

The Henry Boot family stake in the group is about 50 per cent. David Boot, the chairman, says house sales rose significantly, with those to first-time buyers and first-time movers being by far the most buoyant. The average price, however, was marginally lower at £60,000 (£62,000).

Analysts upgrade Wolseley forecasts

BY MARTIN WALLER, DEPUTY CITY EDITOR

DESPITE a cautious statement on future prospects from Wolseley, the fast-growing plumbers' and builders' merchant, City analysts were upgrading their profit forecasts for the current year yesterday after better-than-expected financial results.

Wolseley pushed up pre-tax profits from £91.3 million to £121.1 million in the year to end-July, sparking hopes that this year's figure could be as high as £150 million.

The shares jumped 16p to 690p in sluggish market conditions as Wolseley, chaired

by Jeremy Lancaster, raised the final dividend to 9.75p, making a total up from 12.55p to 13.30p.

Mr Lancaster warned shareholders that the economic recovery was no more than "patchy." He added: "What recovery we have seen has really been in building materials distribution. The signs early in the year were of things starting to recover, but more recently there may have been signs of some stalling."

Wolseley, which has grown over the last decade largely by acquisition, raised £55 million

to fund further expansion, even after a purchase of an American lumber group this summer. Mr Lancaster confirmed that the group is still in talks with an unnamed potential purchaser and expects these to come to fruition early next year. For now, Wolseley has about £10 million in the bank to help pay for this expansion.

A serious black spot in last year's figures was the Californian operation, which has now lost about \$5 million in each of the previous two years. Mr Lancaster said: "Califor-

nia has been on the slide for two years, and we never seem to reach a base. It is not what I would call a leaking bucket, but it is very unsatisfactory, obviously."

The French business was flat in sales terms, although Wolseley now hopes the worst has been seen. In Britain, the strong competition within the housing market, itself largely confined to housing association and local authority work, had made it difficult to raise prices.

Tempus, page 29

40

NEW BUSINESS OPPORTUNITIES

(ALL UNDER ONE ROOF)

Come and discover what makes Oman such a good partner for business ventures at the Made in Oman Exhibition 26th - 30th October 1993.

Forty exhibitors drawn from Oman's leading manufacturers and trade ministries will be on hand to discuss and demonstrate the exciting opportunities that exist for both trade and tourism.

Entry to the exhibition, which is open from 10:00am - 6:00pm, is FREE plus there's the chance to win a return air ticket to Oman, courtesy of Gulf Air everyday.

For more information and to reserve your place at a special seminar on doing business with Oman on Tuesday 26th October, call the Arab-British Chamber of Commerce on 071 235 4363 - today.

Made in **OMAN** EXHIBITION
ARAB-BRITISH CHAMBER OF COMMERCE
6, BELGRAVE SQUARE, LONDON SW1 26-30 OCTOBER

It doesn't get drunk, throw creative tantrums or demand a company Porsche.

(Other than that, AutoFormat is like having your very own Art Director.)

You'll find 'Autoformat' in Microsoft Excel. Designed with the help of top Art Directors, it'll automatically choose the best fonts, type styles and layouts to make your work look good. It's all part of our commitment to effort-free computing.

Microsoft
Making it easier

Microsoft and the Microsoft logo are registered trademarks of Microsoft Corporation.

FACILITIES MANAGEMENT

Although outsourcing is accelerating in the public sector, private companies are less sure about the benefits, Derek Harris reports

IT boom no guarantee of jackpot ahead

Spending on information technology (IT) facilities, from computer networks to telephone lines, last year cost about £500 million, and that is forecast to double by 1995. The American experience underlines the likelihood of such an opportunity for business growth — spending in the United States in 1991 of \$10 billion may well increase to \$25 billion by 1997.

A new study of IT outsourcing soon to be published suggests that this does not necessarily mean that there is a bonanza time ahead for facilities management through a vast rise in contracted-in expertise. This is partly because companies can face dilemmas in assessing the options that they face in tackling management of IT.

The survey has also shown that although nearly half of organisations do some IT contracting out, total outsourcing is not common and nor is it likely to be by the end of 1994.

The cautionary conclusions have come from Leslie Willocks of the Oxford Institute of Information Management at Templeton College, Oxford, and Guy Fitzgerald, who is professor of business information systems at Birkbeck Col-

lege, London. Their study of UK outsourcing practice is due out next month as the Templeton/Business Intelligence survey from the researcher publishers Business Intelligence of London.

The survey acknowledges that there is clearly accelerating growth of outsourcing in the public sector from Whitehall departments to local authorities and sectors like health and hospitals. But it discerns an increase of only 2 per cent to 6 per cent in the number of private sector organisations likely to turn to contracted-in expertise by the end of 1994.

IT outsourcing averages 6.5 per cent of the IT budgets of all organisations but where organisations have actually begun doing some outsourcing the budget proportion rises to nearly 13 per cent.

Those already involved in contracting out predict their outsourcing spending will account for an additional 12 per cent of their total IT budget up to 1998.

Yet the benefits of outsourcing are by no means clear to companies, with only 43 per cent of those already outsourcing actually having established a company policy on how to use it. The vast majority of organisations go in for



Guy Fitzgerald (left) and Leslie Willocks at Templeton College, Oxford: their survey suggests that optimism should be tempered

only short-term contracts of four years or less.

When outsourcing is adopted, 58 per cent of companies saw staff reductions, averaging 44 per cent. But only two thirds of those turning to outsourcing found they had been able to quantify the cost and benefits of doing so.

Outsourcing contracts also held possible risks that could become serious. There could be hidden contractual costs, difficulties over

irreversibility of contracts and lack of expertise in managing contracts. Those taking on the outsourcing could lack flexibility and show little responsiveness, or could have staffing problems. Client organisations entering into outsourcing contracts could also have their own difficulties, such as being able to define clearly the service levels that are needed.

Lack of identifiable benefits was one of three key reasons given by companies and organisations for rejecting outsourcing. The others were concern about loss of control and a decision that IT was strategic to the business.

Despite this, the study points to the external market — the outside providers of facilities management — accounting for an ever higher percentage of total IT activity "over the years". However it believes organisations should retain the ability to "manage their IT destiny"

which means maintaining at least some chosen IT capabilities in house.

This dovetails with what is the key message of the survey: companies should look not so much to outsourcing but "rightsourcing". In an IT context a company would need to be able to monitor changing IT capability and needs while identifying how to use the external market to help specify and manage rightsourcing.

IN BRIEF Healthy outlook

Management of hospital and care premises, a burgeoning sector for facilities management in the wake of National Health Service reforms, will be explored at a three-day exhibition and conference which opens today at the Birmingham National Exhibition Centre.

The Hospital and Care Premises Management 1993 exhibition is expected to be Britain's largest gathering of public and private healthcare managers. More than 180 exhibitors are lined up covering sectors like air conditioning, catering, computer systems, energy conservation, engineering, fire prevention, hygiene, office equipment, project management, security and waste disposal.

Queen Mary's Sidcup NHS Trust is a 620-bed acute hospital in Kent which has been a pioneer in contracting out its facilities management. Total Facilities Management (Granada) told a seminar earlier this week that when it took on this management the brief was to improve the quality and effectiveness of the service.

Richard Wheeler, TFM's health sector manager, says: "Saving money turned out to be a spin-off from the main objective of the exercise. It is a pleasant side-effect of employing commercial management techniques. In the main the original workforce remains employed by the trust."

France's GSI, a computer services company with wide facilities management interests around Europe, has secured a contract worth £20 million to develop and operate an international data centre for British Shoe Corporation at Braunstone, Leicester. British Shoe is Britain's largest footwear retailer with 1,700 outlets around the country, trading under banners like Dolcis, Saxe and Freeman Hardy Willis.

Backing a healthier, safer way of work

Back pain accounts for 80 million lost working days a year. What can be done about it?

NATIONAL backache week, held last week, has focused the minds of employers and facilities managers on the enormous cost of health risks at work.

According to government figures, 29 million working days were lost through back pain in 1980 and 59 million in 1990. Current estimates are more than 80 million a year. In contrast, 500,000 days were lost through strikes last year.

Major-General Malcolm Hunt, the executive director of the National Back Pain Association, says: "It is not just that we have more sedentary jobs. Our whole lifestyle is more sedentary. I reckon back

pain is costing the nation £5 billion a year." The EC directive on manual handling of goods, one of six directives that came into force on January 1, has also helped to concentrate minds on hazards at work, and employers are beginning to spend money training staff on, for instance, the safest way to lift packages. The National Back Pain Association has issued videos

and leaflets aimed at specific occupational groups at risk.

A spokesman for the Health and Safety Executive says: "We have launched a three-year campaign to get industries to realise the cost of injuries to the company and to the health service. We could at least reduce the accidents. Some are preventable."

Back injuries are part of a wider

EC campaign to promote greater safety at work. Other areas covered by directives include electrical installations, computer screens and transporting dangerous substances such as chemicals.

Policing health and safety in the work place is split between local authorities, responsible for offices, warehousing and the retail sector, and the HSE, which polices fac-

ilities, building sites, civil engineering and the public sector.

So far inspectors have tended to prosecute only the most blatant breaches of recent health regulations as industry comes to terms with the welter of new rules.

Roderick Allison, HSE director of safety policy, said: "You need to arrange some form of checking by a competent person but that does

not mean that every six months you have to buy in outside expertise to inspect, test and label every item of electrical equipment."

The HSE has 20 regional offices in England, Scotland and Wales that can advise over safety. It also has medical staff who can handle queries on a confidential basis. Northern Ireland has its own inspectorate.

RODNEY HOBSON

The Health and Safety Executive enquiry centre: Broad Lane, Sheffield S12 8BQ. Tel: 0114 276 2222. Fax: 0114 276 2221. The National Back Pain Association: 31 Park Road, Teddington, Middlesex TW8 9TF. Tel: 0181 877 5474.

TO ADVERTISE
CALL: 071 481 3024

FACILITIES MANAGEMENT

FAX: 071 481 9313
071 782 7828

TOTAL FACILITIES MANAGEMENT

HADEN FACILITIES MANAGEMENT LTD.

Haden Facilities Management provides a professional and experienced total facilities management capability for all non-core support services.

Haden

For further information on how we might help you please contact John Ellis
Haden Facilities Management Ltd, Summit House, Goble Way, West Wickham, Kent BR4 0JF
Tel: 081 776 2322 Fax: 081 776 2821

Facilitating building management — cost-effectively.

BM SOUTH EAST

For a copy of our brochure and further information on our services, call 071-921 4385.

BM South East, St Christopher House, FREEPOST, London SE1 0BR. Building Management South East is a division of TSB.

Who should you be talking to?

MJN
FACILITIES MANAGEMENT

The Total Management Solution

- We offer an unrivalled nationwide service with branches throughout the UK.
- With MJN managing your facilities and supporting your basic business you and your company are free to focus on issues that matter.
- MJN Facilities Management is a separate operating division within MJN Maintenance.

Contact: Gareth Hollyman on 081-488-6555
MJN Facilities Management
145 London Road Croydon CR0 2RG
A subsidiary of Staveley Industries plc

CAXTON FACILITIES MANAGEMENT

An efficient and comprehensive system of management covering every service within commercial premises in order to maximise the performance of sub-contractors and in-house labour.

An independent company - the first to be accredited with a BS5750 Certificate for the "Management of Facility Services to Commercial and Industrial Premises" - selecting cost effective and suitable companies and matching them to client needs.

A comprehensive quality control system offering a Single Integrated Contract.

Caxton Property Services Ltd
Offices throughout the U.K. - Contact:
Clive Thomas - 0222 578843

Serving your entire technical and business support needs

A customer-focused, technically-based business support service providing flexible, innovative solutions. Drake & Scull Technical Services has a proven track record of cost-effective service contracts and partnership packages.

Please call
Gilly Carter on
0703 641641

Drake & Scull

Drake & Scull
Technical Services
Premier House
Tollgate
Eastleigh
Hampshire
SO5 3YD

Premises Management Ltd

Specialists in all support services to free your management to manage.

For further information and details of our FREE consultancy service, contact
Mike Dzenis on 0708 736505

SELECT FACILITIES MANAGEMENT LTD

TOTAL FACILITIES MANAGEMENT

Part of
OCS GROUP LTD.

44 SOUTHSHIRE, CLAPHAM COMMON
LONDON SW4 8BU
TEL: 071-738 8444 / FAX: 071-488 8871

EXHIBITIONS



Hospital & Care Premises Management EXHIBITION AND CONFERENCE

1993

20th - 22nd October
Hall 6, NEC, Birmingham

The estate and facilities management event for public and private sector health care

Bring this coupon with you for
FREE
admission

1000

£10.00

Terence Lee Partnership

Consulting Engineers for Building Services

For professional, independent and impartial facility management advice on all aspects of M&E engineering services in buildings. All with cost effective solutions.

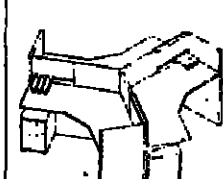
- Survey, Audit and Design
- Specification Preparation
- Contractor Selection
- Work Supervision
- Financial Control
- Energy Management

Please call Elaine Evans

on 071 833 3495,
or Fax 071 837 3360

OFFICE FURNITURE

herman miller Action Office "AsNew"



If you are a user of Herman Miller Action Office and are thinking of moving or upgrading your office, we are interested in repurchasing your existing furniture for refurbishment.

With our ISO9000 accredited quality procedures, the result of refurbishment is furniture that is quite literally 'As New': we will either return the refurbished product to you with changes of colours or finishes as desired, or sell on to other value-conscious purchasers of high-quality furniture systems.

Contact Karen Teague on 0225 428471, Fax 0225 315524 (quoting reference TFM1) for more information.

WORKPLACE SOLUTIONS

Effective solutions to workplace problems

- Health & safety assessments
- Hot desking implementation
- Filing system improvements
- Facility utilisation audits
- Operating cost savings
- Process simplification



Workplace Solutions

Workplace Solutions The Victoria St Pancras, Chichester West Sussex PO19 4J
Contact: Andy Fawcett on (0243) 266212 Fax (0243) 267018

TO ADVERTISE
CALL: 071 481 3024

CHARTERED BUILDERS

CHARTERED BUILDERS

The Facilities Management Society
Section members are invited
For further information
071 7

You've
your new
Now w
busine

Page 18 s

the
NatWest
business
start-up
guide

National Westminster Bank

National Westminster Bank

National Westminster Bank

National Westminster Bank

National Westminster Bank

National Westminster Bank

National Westminster Bank

National Westminster Bank

National Westminster Bank

National Westminster Bank

National Westminster Bank

National Westminster Bank

National Westminster Bank

National Westminster Bank

How to cut office energy costs

Derek Harris looks at the *The Times*/Procord business index guide to saving money on gas, electricity and water bills

Substantial savings are to be had in both the buying and use of key energy supplies, according to an analysis of property management costs by Procord, one of the top four in the facilities management field, as part of its work on the quarterly *The Times*/Procord office costs index.

Taking account of savings on electricity and gas, and to some extent on water industry bills, reductions of up to 60p per sq ft can be achieved against the index cost, according to Adam Burstow, the facilities costs consultant who conducts the Procord analyses. This amounts to £90,000 a year for a property of 150,000 sq ft, he estimates.

The main index, covering the third quarter of the year, showed that there were rises in costs of maintenance, catering, security and management. The increase in maintenance costs was mainly due to recently increased building material prices affecting items such as cement, glass, steel and bricks.

In the analysis of possible savings on utilities costs the figures were struck for medium to high grade buildings with full air conditioning. Statistics are also produced for lower grade air-conditioned property and naturally ventilated

buildings. At £2.46 per sq ft a year, the electricity, gas and water elements of the index form one of the largest property running costs. The Procord analysis suggests that there are opportunities to cut costs by paying less for each energy unit as well as by using fewer units through improving efficiency.

One organisation installed a small summer boiler so that a large one, geared for winter demand but inefficient at heating small amounts of water, could be shut down half the year. In some

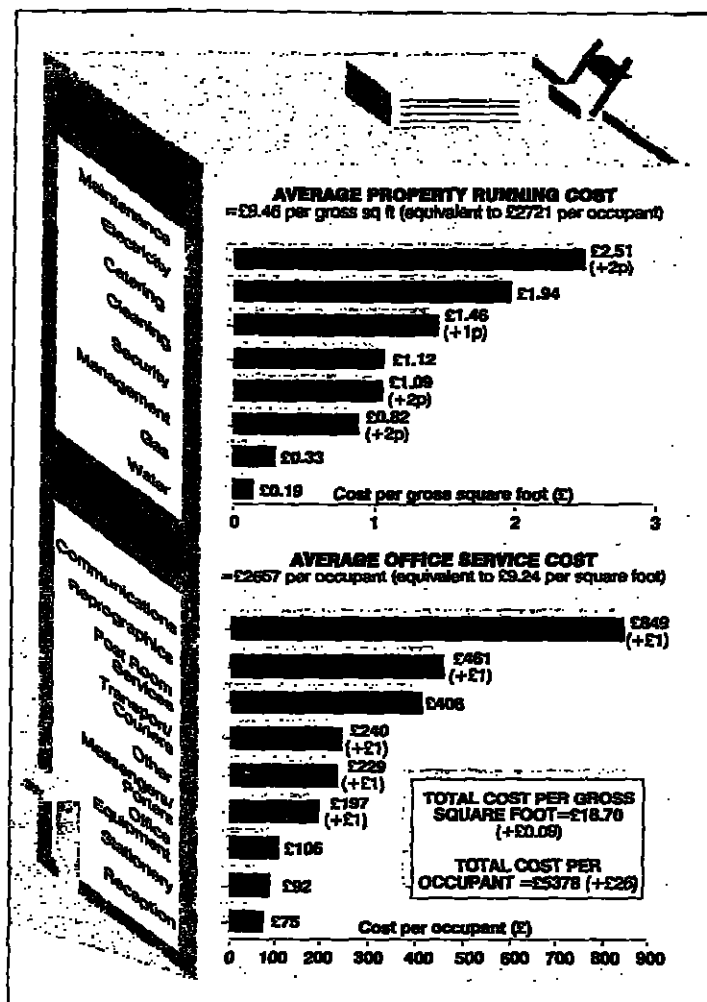
medium to high grade properties, computer room energy is the highest single cost, followed by air conditioning, lighting and the combination of heating, hot water and catering.

Buying electricity more cheaply is possible mainly for big companies with many locations. Anybody with a peak demand greater than 1MW (megawatt) can invite tenders to supply from electricity generators and regional electricity companies. There are about 20 different sources of electrical power and tendered prices will almost always be below tariff rates.

A large single office complex of about 200,000 sq ft might well come into the 1MW user category. The lower prices for the big user are reflected in the index which shows a typical electricity unit price for medium to high grade offices of 4.8p a kWh (kilowatt hour of what a single-bar electric fire would burn in 60 minutes). This compares with 6.3p for naturally ventilated offices.

However, the rules are soon to change which will make it possible for many more companies with more modest premises to go to tender in search of lower prices. Next April, minimum peak demand to go on contract falls sharply from 1MW to 100kW. This equates with a typical office of about 20,000 sq ft, but smaller offices with intensive electricity use are also likely to qualify.

Gas supplies can be bought on contract and this can be done near



to the equivalent of electricity's 100kW level. British Gas will also offer a lower price for a supply which it has the right to interrupt as it might need to do when demand rockets in a harsh winter. With the water industry it may be possible to cut sewerage charges which are usually calculated as 95 per cent of the volume of water

Continental edge to competition

Companies are merging to offer services to clients throughout recession-hit Europe

Facilities management is fast emerging in mainland European countries partly for the same reason that it has recently been flourishing in Britain — the recession.

Keith Pratt, deputy chairman of AFM and IFM, says that European companies are focusing hard on their core businesses while outsourcing the management of their buildings and non-core services, ranging from catering and cleaning to security and information technology systems.

Mr Pratt is regional director for the South East with Symonds Facilities Management, now merged with France's Compagnie Générale des Eaux (CGE), the construction, communications and water industry group. CGE's Compagnie Générale de Chauffage (CGC) has widespread facilities management interests in France, Germany, Italy and Switzerland as well as Britain.

Mr Pratt, who has been tracking the development of facilities management in Europe, found that in northern Europe outsource companies that provide services such as cleaning, security and plant maintenance still have their biggest role in supporting in-house facilities

managers. But, Mr Pratt adds: "This is being overtaken in some areas by attempts to blend mixtures of these services, blurring the dividing lines between each of the various elements to form a different amalgam."

Most development in mainland Europe has been among the growing number of facilities management consultancies. They mostly offer clients management rather than operational skills but Mr Pratt discerns a trend for mergers between operational and project management businesses.

Additionally, large continental companies not yet in the facilities management field look likely to start acquiring emerging facilities management service businesses.

Mr Pratt sees "great possibilities"

from cross-border mergers opening up for individual professionals. He says: "It is in this area that I anticipate the greatest level of growth in the coming years."

If the fully "transportable" facilities management professional is to be created, crossing national borders with ease, it means achieving commonality of education levels and professional qualifications, Mr Pratt believes. Tackling this has proved no easy task anywhere although a number of countries have formed professional bodies for facilities managers.

In mainland Europe, as in the UK, various academic establishments have been developing suitable courses but so far they are diverse. They vary from basic introductions to degrees.

Mr Pratt says: "We need to make far greater progress to fine tune and bring both academics and professional bodies together in order to achieve uniformity of standards and quality. I do acknowledge this is a major task."

A pioneering move by the AFM and IFM might also be effective more quickly across national boundaries than more formal academic processes, he believes. The body is running a pilot scheme called

timed professional development, which monitors an individual's development.

A big step towards bringing together the emerging professional bodies on facilities management in Europe has been the formal establishment of EuroFM. It is a network of 24 professional associations and educational institutions from 14 European countries including the UK. EuroFM organises a conference every other year, the next in Brussels in 1994, which has been jointly organised with the International Facilities Management Association.

Eastern Europe's first facilities management organisation has been established in Hungary.

DEREK HARRIS



Keith Pratt: mergers

Companies face legal minefield on redundancies

DRAFT government guidance to clear up the legal minefield surrounding the contracting out of council services has run into a hail of fire from facilities management companies, *Rodney Hobson* writes.

John Hall, director-general of the Business Services Association, says the guidance will allow councils to favour their in-house staff.

At issue is whether transfer of undertakings regulations (TUPE),

which protect employees against unfair dismissal when ownership of a commercial operation changes hands, applies to local authorities. Two employment tribunal cases have produced opposing results, throwing tendering for local authority contracts into disarray. The government proposes that a local authority should decide whether it considers TUPE applies to a contract.

Mr Hall says: "The uncertainty of the law at present is such that, for almost any given contract, an authority could obtain a legal opinion one way or another and then use the opinion to reject competitive bids. This will allow authorities to drive a coach and horses, along with their direct services organisations, through the government's competitive tendering policy."

Mr Hall wants authorities to tender on the basis that TUPE does not apply but with a clause allowing renegotiation or a price adjustment in cases where TUPE is later held to apply.

The Business Services Association was formed last month to represent substantial companies in the support services industry. Founder members include large companies in the cleaning and

catering services, which have been at the forefront of the government's competitive tendering and market testing policies.

Members argue that tenders are submitted on the assumption that labour costs can be pruned when a service is contracted out. Having to pay compensation to sacked workers or keep them on existing terms makes operating a contract more expensive.

TO ADVERTISE
CALL: 071 481 3024

FACILITIES MANAGEMENT

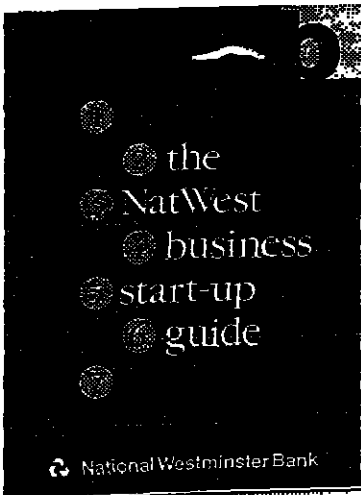
FAX: 071 481 9313
071 782 7828

CHARTERED BUILDERS

CHARTERED BUILDING COMPANIES
The Facilities Management Section will be expanding to incorporate a section entirely devoted to 'CHARTERED BUILDERS'.
For further information please call James Alexander
071 782 7185

*You've planned
your new business.
Now write your
business plan.*

Page 18 shows you how.



NatWest's comprehensive Business Start-Up Guide covers many of the things you should consider before going it alone. Everything from writing a business plan to insurance and legal considerations. For your free copy, fill in the coupon or call us free on 0800 777 888. Better still, why not contact your local NatWest Small Business Adviser? With at least one in every high street branch, you've over 4000 to choose from.

Phone FREE
0800 777 888
Monday to Friday 9am to 5pm,
Saturday 9am to 6pm.

Please send me my free NatWest Business Start-Up Guide. Fill in this coupon and return to: NatWest Small Business Services, FREEPOST, Hounslow TW4 5BR.

Mr/Ms/Ms/Ms
Address
Town/City Postcode

Data Protection Act - 1984 The information requested on this form will enable NatWest to prepare the terms necessary for you to enjoy a beneficial relationship with the Bank. The information may also be used to offer you other NatWest products and services as part of the Mail Information Programme. This is designed to keep you well informed of all the services we offer and anything new we introduce. Tick this box only if you wish to opt out of the NatWest Customer Mail Information Programme.

National Westminster Bank
We're here to make life easier

National Westminster Bank Plc, 41 Lothbury, London EC2P 2BP. Member of IMRO. Member of NatWest Life and NatWest Unit Trust Marketing Group.

INFORMATION TECHNOLOGY

MICa
Facilities
classic versatility
Software solutions delivering Cost Control & Quality Assurance as well as management information.
Business Planning and Consultancy
Fretwell-Downing
Barnsley House, Fretwell Road, Sheffield S11 7AT
Telephone: 0114 266790. Fax: 0114 266792

COMPUTING & DATA MANAGEMENT
IN THE TIMES
Facilities Management Report
NOVEMBER 17TH
For Further Information Please:
TEL 071 782 7185
FAX 071 481 9313

TELECOMMUNICATIONS



Chalmers Associates UK
Telecommunication Consultants

- FACILITIES MANAGEMENT**
- ★ TELEPHONE MANAGEMENT SERVICES
 - ★ SYSTEM MANAGEMENT
 - ★ CONTRACT STAFF
 - ★ HOLIDAY/ILLNESS COVER
 - ★ ADDITIONAL RESEARCH CAPABILITY
 - ★ IMPARTIAL ADVICE ON ALL ASPECTS OF TELECOMMUNICATIONS
 - ★ NATIONAL COVERAGE

For further information
contact Alan Peach
0260 297055
or fax
0260 297056

PREMISES & FACILITIES MANAGEMENT

THE TIMES

PREMISES & FACILITIES MANAGEMENT
Published monthly in 'The Times', Facilities Management has become essential reading for anyone wishing to keep abreast of industry news, developments and initiatives. Each Edition will focus on a key Facilities Management issue with articles designed to help businesses evaluate and assess which companies and services can best meet their needs.

To receive further information on
"THE PREMISES & FACILITIES MANAGEMENT REPORT"
Come and see: James Alexander, Angus Barber at
STAND 314, THE HOSPITAL & CARE PREMISES MANAGEMENT EXHIBITION,
NEC, OCTOBER 27TH - 29TH or TEL 071 782 7185, FAX 071 481 9313.

RECORDS MANAGEMENT

SCANNING & DIGITISING
COMPUTER OUTOUT MICROFILM
DOCUMENT MICROFILM
LASER PRINTING
FULL TEXT RETRIEVAL SYSTEMS
FOR ALL YOUR NEEDS CALL
MR-Data Management
Group plc
DAVID JAHN 071 250 2377
FREE POST PAM 5349
LONDON EC1 1AU

WATERCOOLERS

WATER SPLASH
Natural Spring Water Dispensers
We DELIVER Watercoolers and Natural Spring Water
24 hour deliveries guaranteed
No bottle deposits required
Free sanitising service
Free machine maintenance
Free 10 day trial - includes free water and cups
WATERSPLASH PLC, WATERSPLASH HOUSE, LOWTHER ROAD, STANMORE, MIDDLESEX, HA7 1QU
TEL: 081-204 4080 FAX: 081-204 3338

CARPETS

Our revolutionary technological carpet replacement

system means that you won't have to arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity, move or dismantle all your furniture, relocate your staff, disconnect the power, data and telecom cables, remove and store all crates, pacify irritated staff when their belongings are not put back in the correct place, only work weekends, when you were on holiday, arrange for your staff to pack their belongings into crates thereby losing productivity



THEATRE page 36

John Lennon reborn?
A new West End
tribute makes a poor
job of hero-worship

ARTS

BLUES page 37

Have roots, will travel:
John Hammond has
packed his guitar and is
touring Britain



Making notes of horror in the air

David Pownall's new play paints a sad picture of Edward Elgar, once the epitome of confident Englishness.

Richard Morrison found out why

Those who love Elgar's music have always seen through the lie. Behind the carefully wrought illusion of pomp and circumstance, their man hides a moody soul. His music may strut its Edwardian stuff for a while, but deep down it is shot through with doubt and disillusion.

Some go further. "He was a man on the edge of madness itself, and it frightened him," David Pownall says. This lurid notion is about to be widely disseminated. Next week Pownall's new play, *Elgar's Rondo*, will be premiered by the Royal Shakespeare Company, with Alec McCowan as the composer. And there won't be a whiff of hope and glory, because Pownall concentrates on two of the blackest periods in the composer's life.

The Rondo that supplies Pownall with his title is the third movement of Elgar's Second Symphony, written in 1911 and dedicated "to the memory of His late Majesty King Edward VII". Another carefully wrought illusion. The symphony's elegiac and at times apocalyptic mood has very little to do with kings — dead, alive or as yet unborn. On the other hand, it has everything to do with Elgar's perception of the darkening Zeitgeist. As even the politicians noticed three years later, the lights were going out all over Europe. This is the premise from which Pownall's play starts.

"The more I got involved with Elgar's music, the more I realised what a torment he suffered as a result of it," Pownall says. "And the torment became associated in my mind with the torment of Elgar's times, that huge destruction and disruption of the first world war. So I have tried not only to portray Elgar's state of mind, but also put England itself on the stage. Particu-

larly the super-myths of Edwardian England."

It sounds a bit like *Heartbreak House* without the jokes. But is Pownall not in danger of reading too much into Elgar's music? After all, the first world war was still four years away when he started work on the symphony. "Oh, people could see a war coming even then," Pownall asserts. "There was an aggression between all the states in Europe; their aspirations were constantly colliding. And Elgar, who thought of himself, not as a composer, but as someone who simply wrote down the sounds he heard in the air, must have been terrified by what he sensed 'in the air' at that time."

"In the Rondo, this terror breaks out for the only time in his music. At which point he said: 'Enough; I don't want to go down that road.'"

The Rondo certainly has a demonic force. It begins in apparently playful mood, but innocuous tunes turn sinister, a battering rhythm creeps ever nearer the centre of the music, and suddenly a theme of massive brutality crashes in.

If this is not a presage of some terrible rupture of civilisation, it is hard to imagine what other demon it could be summoning. The composer whose favourite musical expression was "nobility" had, it seemed, glimpsed some ignoble horror.

Little wonder that at the premiere the audience was stunned. Elgar, accustomed to tumultuous receptions for his new pieces, was shocked in turn. "What's wrong with them, Billy?" he whispered to the orchestra's leader. "They're sitting like stuffed pigs."

This wounding rejection is central to Pownall's play. "I've set the drama at two specific times. The first is immediately after the Sec-



'Elgar was a frightened man on the edge of madness'



"The more I got involved with Elgar's music, the more I realised what a torment he suffered as a result of it," David Pownall says

ond Symphony's premiere, at a party in the house of Frank Schuster, Elgar's millionaire patron. The party is to celebrate the symphony, yet Elgar has to face the fact that it has not been well-received. He withdraws, becomes embattled, doesn't want to go on. I use the voice of Jaeger as Elgar's musical conscience," August Jaeger — Elgar's publisher, closest musical confidante, and "Nimrod" in the *Enigma Variations* — had died two years earlier.

"Then," Pownall says, "we move to 1918, and the writing of the Cello Concerto." Although Elgar was to live for another 16 years, most of the "friends pictured within" of the *Enigma Variations* were already dead. His wife was close to death. The old Edwardian certainties had been blown apart; the old musical

vinisky, Bartók, Prokofiev; these were now the composers in tune with the times. So Pownall is probably justified in depicting Elgar's Cello Concerto as "essentially a requiem to himself as a composer."

Composers have long been considered fair game by playwrights and film directors. Peter Shaffer's *Amadeus* and, more recently, Ronald Harwood's *Poison Pen* are two of the more subtle examples of the genre. But Pownall, a 55-year-old Liverpoolian who started writing plays in 1963, is becoming a regular contributor. This will be his third composer-drama. The first, written 16 years ago, was *Music to Murder By*, about Carlo Gesualdo: Renaissance prince, madrigal composer and wife-murderer.

Then came his most famous play, *Master Class* was a brilliantly

conceived imaginary conversation between a hectoring Stalin, a terrified Prokofiev and a grimly ironic Shostakovich. Rather less well-received was Pownall's excursion into the dance world: *Nijinsky: Death of a Faun*, which was premiered at the Edinburgh Festival in 1991.

Why the fascination with composers? "Well, I don't envy them, because they are mostly obsessed by their struggle with the inanimate," Pownall says. "But they enthrall me more than any other creative artists. And as someone who deals with words, I've always been jealous of music's power to be ambiguous and meaningful at the same time, and to have access to the very core of people's feelings."

Pownall reckons he can get one more play out of Elgar: he has plans for a BBC radio drama about

the writing of the Third Symphony. Of course, Elgar never wrote a Third Symphony; it was another illusion, this time from an old man who knew he did not have the strength, inclination or inspiration to complete the commission he accepted when strapped for cash.

"It's a sad-comical story," Pownall says. "And, because the BBC commissioned the symphony, it makes a wonderfully ironic subject for a BBC radio play, don't you think?"

But first he has a novel to complete. Another story about a composer? "Not at all," Pownall says. "It's a life of the Duke of Buckingham — as it might have been written by Kierkegaard."

Elgar's Rondo is in preview from tonight at the Swan Theatre, Stratford-upon-Avon (0789 295623) and opens next Tuesday

ROCK

The kids are all riot

Teenage Fandub
The Forum, NW5

FOOLS for a handsome descending bassline, suckers for an off-kilter chorus and devout worshippers at the altar of memorably melodic pop. Teenage Fandub's welcome return to live performance proved that they could still be contenders.

The three tours that the group undertook last year (two American jaunts and one with Nirvana in Europe) have honed their stagecraft and sharpened their playing almost beyond recognition.

Their main strength lies in the fact that they are quite simply steeped in superb music: the Flying Burrito Brothers, Big Star, 1960s Stones, the Byrds, the Clash and Nirvana show through in their material like a watermark. Well aware of the band's reputation as musical magpies, guitarist Norman Blake got his retaliation in first when he introduced a number by saying: "We wrote this one before we got into Alex Chilton, so it sounds like Dinosaur Jr."

"Hang On" and "What You Do To Me" immediately demonstrated the band's impressive new-found abilities and conquered a boisterous audience. The songs from their new album *Thirteen* swung with a slow, assured swagger, invariably deploying big, bold chord progressions. The criminally overlooked single "Radio" already sounds like a standard and "Norman III", a simplistic and charming love song with the sort of coda you never want to end, transferred magnificently to the stage.

What sets Teenage Fandub apart from the majority of their contemporaries is the deft and ambitious use of vocal harmonies. Unusually, the Glaswegian quartet boasts four competent singers, including drummer Brendan O'Hare. Bassist Gerry Love possesses a rich country-inflected voice in the Gram Parsons mould, while Blake has appropriated the serrated holler Paul McCartney reserved for Beatles rockers.

Before the encores dissolved into an orgy of unfettered guitar frenzy the band delivered a faultless "Star Sign", one of the great indie singles, and, having played for barely an hour, ground a note-perfect set to a feedback-howling halt.

ADRIAN DEEVOY

TELEVISION

Too clever by half

What is the matter with the Booker Prize? With the conspicuous and understandable exception of its previous winners and their publishers, the British literary scene wrings its hands once a year and asks the same question.

It is obligatory in the countdown to Booker (the event is next Tuesday; why don't they produce special advent calendars?) that we analyse where it goes wrong. So last night's *J'accuse* by Auberon Waugh (Channel 4), although pleasantly savage (winners are either "obscure foreigners who write badly" or "harmless English ladies called Penelope"), was not particularly contentious. The Booker Prize does distort the literary landscape. That's why it's the Booker Prize. Just think: in 1985, the trusting public went out next day and bought copies of Keri Hulme's *The Bone People*, which is the sort of trick that a trusting person might find it hard to forgive.

Waugh attacked widely. He attacked the Booker food conglomerate itself — its motives "not entirely literary" — the selection of the judges (what was Trevor McDonald doing there?), the absence of clear criteria (how do you choose the "best"?), the horse-trading that results in dud compromise winners, and the miserable political correctness that always favours writers not English, white, or male (no mention, then, of Kingsley Amis winning with *The Old Devils*).

While personally all in fa-



Ben Okri making his Booker acceptance speech in 1991

vour of literary prizes, Waugh accused Booker of "bullying the English novel", a fine phrase. Especially since the prize became an event in the television calendar ("a bit like the snooker"), it has pushed all the other kiddies out of the literary playground, and exorted their literary conkers.

So, assisted by an able team of young turks, *Literary Review* stalwarts, and opinion-formers, Bron pushed back. The tired old argument that the Booker is a Good Thing because it stimulates interest in literary novels cut no ice whatever. According to an astonishing experiment once conducted by a Sunday newspaper (inserting special slips in 40 copies of each shortlisted novel, promising a £5 note to its finder), the books are certainly bought, but unfortunately not read thereafter. In the case of Ben Okri's *The Famished Road* (which later won the prize), not a single fiver was claimed.

The footage from long-ago Booker nights was highly welcome — Selina Scott and her famous gaffes; Anita Brookner pole-axed by her success with *Hotel du Lac*. Waugh was incorrect, though, to suggest that Melvyn Bragg ("the erotic novelist") was solely responsi-

ble for the transition to television: in the early years it was a BBC event, first presented by a waspish Russell Harty, against a spooky dead silence from the diners. It was enjoyable just because the television cameras were so evidently unwelcome, because the discomfort was palpable.

But what can be done? Saying "Booker" be off? Is pleasant enough, but it won't eradicate the Hulme factor. Obviously, some judging criteria would be useful. It is noticeable that the other big literary prizes — the Whitbread and the Sunday Express — consistently go to excellent writers, whereas the Booker strains to find worthiness in books that are simply difficult or pompous, because what they seek is some superior or Bookery Bookerness. Snobbery was not mentioned by Waugh last night, but it should not be overlooked in the analysis of the Booker's shortcomings.

Trouble is, the British public is a perfect dupe for the Booker literary sleight-of-hand, because its intellectual insecurity somehow finds perverse comfort in celebrating a book that is just too clever for it.

LYNNE TRUSS

Advice from abroad

THE manager of the Chicago Symphony Orchestra will be among those who will advise on which London orchestra gets Arts Council preferment, and which two orchestras have their grants axed. Sitting on Sir Leonard Hoffmann's committee will be Sir Brian Bailey, Bournemouth Orchestra board member; Anthony Camden, the LSO's former principal oboist; Henry Fogel, executive director, Chicago Symphony Orchestra; Ian Horsburgh, principal of the Guildhall School of Music and Tony Pender, the Northern Sinfonia chairman. The committee secretary will be Richard Neville-Carlé.

Bids for future funding have been received from the London Philharmonic, Philharmonia and Royal Philharmonic. The Hoffmann committee's advice will be considered by the Arts Council on December 15.

FOR the second time in less than a year, Harold Pinter finds himself back in the West End. Earlier this year, the Almeida Theatre's revival of *No Man's Land* enjoyed a run at the Comedy Theatre, now the same theatre will house the playwright's first full-length play for 15 years, *Moonlight*, which also comes courtesy of the Almeida. Both productions were directed by David Leveaux. *Moonlight*, which stars Ian Holm and Anna Massey, opens at the Comedy on November 2 for a limited eight-week run.

Horse guest

LANDSEER's bronze lions will have to share their Trafalgar Square lair with an equine guest come Saturday when the

ARTS BRIEFING

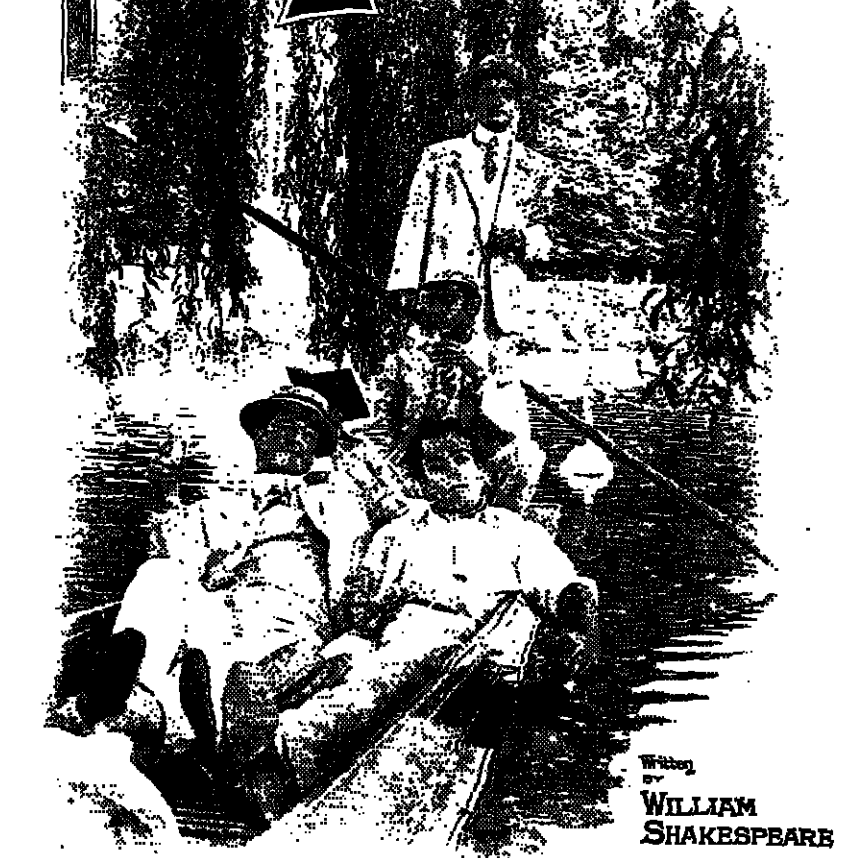
Lord Mayor of the City of Westminster unveils a bronze sculpture of a 15-foot high rearing horse. The three-ton sculpture, by Judy Boyt, is called *Rebellion* and represents a horse breaking away from its reins to freedom. After one week on display on the Terrace of Trafalgar Square, the sculpture will move to its final destination: Standard Life's new office development at East India House in the City of London. The public display parallels the one of Nelson's statue prior to it being placed on the Column almost 150 years ago.

SIXTY years is an impressive service record in any business. But in the world of classical ballet, it is extraordinary. On November 22, Leslie Edwards will retire after more than 60 years with the Royal Ballet; his final performance will be in the role of Escalus, Prince of Verona, which he created in 1965 for MacMillan's *Romeo and Juliet*. Edwards, one of the company's leading character artists, made his debut with the Vic-Wells Ballet (the forerunner of the Royal) in 1933. He created roles in nearly 50 ballets.

Irek the Moor

ROYAL Ballet star Irek Mukhamedov has commissioned the choreographer Kim Brandstrup to make a new dancework based on *Othello* with Mukhamedov himself taking the leading role. Brandstrup's own company, Arc, has been invited to participate in the new project which will form half of an evening programme for Irek Mukhamedov and Dancers, the other half being a mixed bill. The new *Othello* ballet will receive its world premiere at Sadler's Wells in February.

LOVE'S LABOUR'S LOST



William Shakespeare

A glorious new production of Shakespeare's glittering comedy.

PREVIEWS from tomorrow

PRESS NIGHT Wednesday 27 October 7pm

ROYAL SHAKESPEARE THEATRE ♦ Stratford-upon-Avon

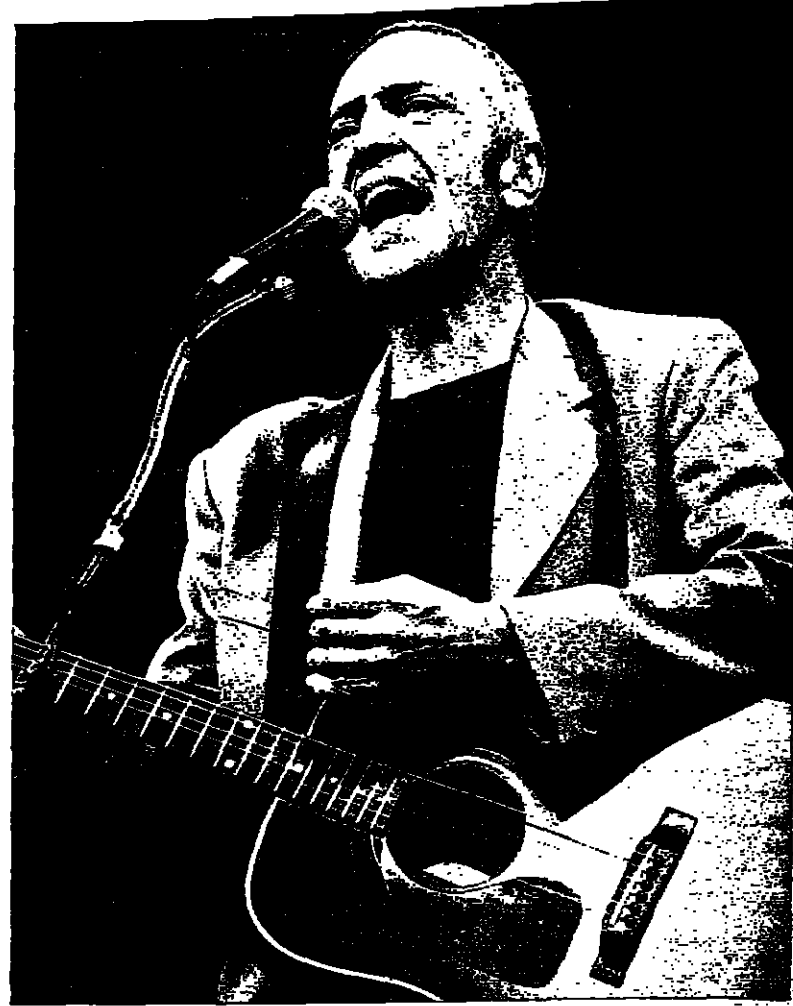
Box Office 0789 295623

Art by rights Owen Threlk, Gray Henry, Jeremy Hurdson (sculpture), Robert Pinter, photograph by Tim Hume. Reprinted courtesy of RSC.

THEATRE: A pallid tribute to John Lennon, and an impressive revival of Mikhail Bulgakov

Imitation breeds a cold turkey

DONALD COOPER



John Waters as John Lennon: the promise of excitement is not fulfilled

Looking Through a Glass Onion

Criterion

bring his subject to anything that could be mistaken for life.

The cult of the dope cult? The Lennon who gradually emerges from Waters's show does not amount to much more than that. His affection for Yoko Ono humanises him. His vaguely humorous apophthegms — "it's a big supermarket out there and there's a lot of people with a lot of trolleys between you and the checkout counter" — do not always fall flat.

But mostly the impression is of a lugubrious cynic with a tendency to paranoia: about pretentious intellectuals, about the sexual sheets, and about the squares who want him to set a good example and, just because the Beatles sing a lot about love, expect them not to quarrel and sue each other. "I'm writing songs is all, so get off me back," says Waters's Lennon in his Liverpoolian drone, summing up both himself and the show's message.

Bluntly, he is rather charming, depressing company, whether he is singing "All You Need Is Love" or "Strawberry Fields", or mourning his dead mother and his own exhibitionist tendencies. Waters seems to believe that there would have been a great spurt of creativity but for Lennon's premature death. On the evidence of this show, that is hard to believe.

BENEDICT NIGHTINGALE

WHAT, I wonder, is the fairest test of a one-man show about John Lennon? That it inspires you to dash home and dig out your life of the later, subtler songs. I suppose. Or perhaps that it leaves you better informed about the man, his life and his creative genius, such as it was. Or maybe just that it keeps you engaged and amused for two hours. But there is only one of these tests that the Anglo-Australian actor, John Waters, manages to pass; and you learn to put Lennon himself on the turntable to rid your ears of the harsh sounds sandpapering and sandblasting him at the Criterion.

Waters is no great shakes as a singer, and gives himself little chance to be particularly great shakes as an actor either. His show begins with Lennon at the door of his New York apartment block, glumly watching the autograph hound who is about to become his assassin. But the promise of excitement to come is not fulfilled. What follows might pass muster amid the smoke and brandy fumes of a nightclub in the early hours; but in a West End theatre it seems a perversely undramatic show.

Most of the movement comes from Stewart D'Arrietta at the keyboards and Hamish Stuart on drums. They flail away to terrific effect, while Waters stands at the front of the stage, a bleak, scrubbed figure in a light-blue suit and a black vest. He raises his eyebrows, purses his mouth into a tight grin, shrugs his shoulders from time to time, and, of course, strums his guitar. But neither he nor the Lennon quotes that interrupt the songs do much to

Old Russian troubles

Flight
Lyric Studio
Hammersmith

character Khudov is loosely based on the real General Slaschov. Although the White Army does not exactly come out well in the play, perhaps Stalin — reading the piece in 1929 soon after it was completed — considered that Bulgakov's nightmare of a Russia in bureaucratic chaos, with the corrupt or virtually insane in positions of power, was still too close to the bone. It was neither published nor performed in Bulgakov's lifetime.

This production by the Contemporary Stage Company shows the piece

eventually reunited), but its structuring lacks coherence and credibility.

Graham Young's directing can be sloppy too. Though the folk music is wonderful, sound cues cut off unpleasantly and comic timing tends to be running late. Some scenes need more surrealism to bring out Bulgakov's onerous side (loopy officials convinced they are being poisoned by their store while other scenes, inversely, are insufficiently naturalistic).

Still, there are several very strong performances. Peter Tate is engagingly intense as Khudov, tormented by the ghost of one of the many soldiers he unjustly had executed. Susan Franklyn (Lyuska), blazing in a small role, brings fire into a grey world.

KATE BASSETT

DANCE: London City Ballet back in business

Delight for the dolls

and costumes look fresh and apt, even though they are partly recycled from LCB's earlier production a few years back: good to see artistic sense combining with frugality. The staging, like the designs, is traditional but carefully considered.

Jack Carter has mounted his familiar and effective version of Act II, the scene in *Don Quixote* where Swandila and Franz successfully intrude. The rest is almost all produced by the company's ballet mistress, Cecilia Barrett, who is espe-

young men and two featured couples the chance to show their paces.

Terry Hayworth, a veteran whose stage presence has mellowed over the years, plays Coppelius as an amiable old coddler. He appears at all performances, but the dancing leads are taken in turn by three pairs of principals. I saw Tracey Newham Alvey as Swandila: slender, with a lively expressive face and neat feet, she has come up through the company's ranks and deserves her promotion.

Her Franz, newly recruited from American Ballet Theatre, is Roger Van Floter. More than one voice was heard comparing his looks admirably to Jason Donovan's. He also dances and partners with a strength and dash which make his arrival very welcome.

JOHN PERCIVAL

LONDON

GATES OF MYSTERY: The latest artistic arrival out of Russia is the biggest and most important collection of medieval Russian art to travel west since the 1970s, and includes many pieces never seen outside Russia before. They are from the State Russian Museum in St Petersburg, and range in date from the late 10th century to the early 18th.

HUGHES: Opening night for two clever comedies, Ben Miller and Simon Godley, who play two disaffected comics taking over their rich father's estate. *King's Head*, Upper St, N1 (071-238 1916), 8pm. Then Tue-Sat 8pm; mat 5pm, Sun, 3.30pm.

KEN KIFF: Ken might seem an unlikely choice for a National Gallery associate artist, with a brief to produce over two years' work (mostly related to paintings in the gallery). But at the same time he has always been steeped in art history and the latest batch of work suggests fruitful encounters with such as Botticelli, Cézanne and Picasso.

WATSON: The National Gallery's new production of Donatello's comedy, *L'Esprit d'Amore*, Theatre Royal, Sandown (0225 475176), 7pm.

TODAY'S EVENTS

A daily guide to arts and entertainment compiled by Kate Anderson

MICROSLAV HOLUB AND IVAN KLIMA: An evening of readings and discussion by two of the Czech Republic's leading writers. *Microslav Holub* is an omnivorous poet; *Ivan Klima* has won worldwide acclaim for his powerful and disconcerting novels, which until recently remained banned in Czechoslovakia. *Purcell Room, South Bank, SE1, 7.30pm.*

SHE STOODS TO CONQUER: Donald Sinden, Minnie Maynard, David Essex in Peter Hall's revival of the evergreen Goldsmith comedy, *She Stood to Conquer*. *Queen's Theatre, Shaftesbury Avenue, W1 (071-494 5041), Preview from tonight 7.30pm, 8pm, 10pm, 11pm. Then Mon-Sat 7.30pm, 9.30pm, 11pm.*

ELSEWHERE: *Elsewhere* (Lloyd Webber's new production of Donatello's comedy, *L'Esprit d'Amore*, Theatre Royal, Sandown (0225 475176), 7pm).

THEATRE GUIDE

Jeremy Kingston's assessment of theatre showing in London

House full, returns only

Seats at all prices

BOHEMIAN LIGHTS: The Gate reopens with twice as many seats, yet keeping the same intimacy. The first play is *Bohemian Lights*, a country in turmoil, transposed from 1924 Spain to 1915 Dublin. *Gate, Parkside Road, W11 (071-229 0709), Mon-Sat, 7.30pm, 10.15pm, Fri, 10.15pm.*

CAROUSEL: Turnell Rodgers and Hamish Stuart's *Carousel* is a tale of the puppeteer and the marionette. The sets are clever. *Shaftesbury Theatre, Shaftesbury Avenue, W1 (071-279 5393), Mon-Sat, 7.30pm, 10.15pm, Sun, 3.30pm.*

HOT STUFF: The glitter and glam of the Seventies, with a futuristic storyline to link the songs. *Worshipful Company of Musicians, South Bank, SE1 (071-494 5041), Mon-Thurs, 8pm, 10.15pm, Fri, 8pm, 10.15pm, Sat, 8pm, 10.15pm.*

LOOKING THROUGH A GLASS ONION: John Waters stars in his own musical tribute to John Lennon. Comes to London after critical and public success in Australia. *Criterion Theatre, Shaftesbury Avenue, W1 (071-494 5041), Mon-Thurs, 8pm, Fri, Sat, 8pm, 10.15pm.*

MARVIN'S ROOM: Alison Steadman and Carmel McSherry in Scott McPherson's touching comedy about a Florida family at a time of crisis. Transfer after its Hampstead sell-out now in final week. *Canary Wharf, Canary Wharf, E14 (071-494 5041), Mon-Sat, 8pm, 10.15pm, Sun, 3.30pm, Sat, 4.30pm, 10.15pm.*

CINEMA GUIDE

Geoff Brown's assessment of films in London and where to see them

on release across the country

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

BOHEMIAN LIGHTS: (071-229 0709)

ENTERTAINMENTS

CIRCUSES

BILLY SMARTS: Richmond Old Deer Park, Daily, Mon-Thurs, 11am, 2pm, 4pm, 6pm, 8pm, 10pm, 11pm, 12.30pm, 2.30pm, 4.30pm, 6.30pm, 8.30pm, 10.30pm, 12.30pm.

WEMBLEY ARENA: 011 901 1234, CC 344 4444 (9pm), 7pm, 9pm, 11pm, 12.30pm, 2.30pm, 4.30pm, 6.30pm, 8.30pm, 10.30pm, 12.30pm.

WORLD OF ICE: World of Ice presents

BEAUTY AND THE BEAST: The Musical, (LJ) V. Seating only

OPERA & BALLET

ROYAL OPERA HOUSE: 011 260 1001, Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THEATRE

OPERA & BALLET

ROYAL OPERA HOUSE: 011 260 1001, Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

THE ROYAL OPERA: Tickets and on the day

Views of the American cream

Richard Cork visits the National Portrait Gallery to discover whether the artist Thomas Eakins lives up to his reputation

Until now, the man often rashly hailed as the finest of all American painters has been invisible over here. None of Thomas Eakins's works is owned by a British public collection, and no exhibition has attempted to survey his career anywhere in Europe. Most of Eakins's pictures remain in his native Philadelphia, prized by regular visitors to the city's museums but unfamiliar elsewhere. So the high claims advanced for his art cannot easily be tested by experience of the original paintings, and the National Portrait Gallery's retrospective offers a ground-breaking opportunity to assess Eakins for ourselves.

Given the purpose of the institution staging the show, its focus on Eakins's work as the portraitist is reasonable enough. He did, after all, devote much of his career to defining isolated heads or full-length figures, and many of the most impressive results are here. But Eakins's stature rests, in the end, on an extraordinary canvas which did not make the journey to London: *The Gross Clinic*. And without this powerful image, revealing the artist at his most ambitious, the exhibition inevitably seems like *Hamlet* without the Prince.

Hanging now in the Jefferson Medical College, where the student Eakins attended anatomy courses in the early 1860s, *The Gross Clinic* was intended as a demonstration of his burgeoning abilities. Only 31 when he completed this large, densely considered masterpiece, Eakins submitted it to the prestigious Philadelphia Exhibition, celebrating America's centennial in 1876. To his dismay, the picture was banned from the art building. Relegated instead to the medical display section, it was condemned for the supposed brutality with which Eakins had depicted an operation in progress.

Once shocking, this courageous frankness now constitutes the painting's central strength. However inspired Eakins may have been by Rembrandt's two great paintings of anatomy lessons, he brought his own peculiar intensity to bear on *The Gross Clinic*. Unlike Rembrandt's doctors, who preside over dissected corpses, Samuel Gross is conducting a remedial operation on an anaesthetised patient. Light falls on the slicing of the naked thigh with a forcefulness that exposes its blanched



Will Schuster and Blackman Going Shooting, completed in 1876, is one of several outdoor boating scenes painted by Thomas Eakins

vulnerability. The men helping Gross to carry out this new, surgically advanced experiment converge on the flesh with eager concentration.

Gross himself stands apart from their zealous labours. Although the blood on his hands testifies to a central involvement in the proceedings, he pauses for a moment to reflect on the larger implications of the act. He might be about to address his pupils, for Dr. Gross is performing the task in full view of a well-attended class. Eakins, however, relegates the students to a deeply shadowed region behind the surgeon. Both Gross and, by extension, Eakins are conscious of the surgeon's god-like role, and the tenebrous atmosphere in the clinic is heavy with the burdensome responsibilities it entails.

If the unflinching realism of Eakins's *tour de force* worked against him in the short term, the humiliating snub suffered by *The Gross Clinic* reflected the painting's potency. Only in the surgeon's professional

circle was the outstanding quality of the painting appreciated. Less than two years later, *The Gross Clinic* was bought for a paltry \$200 by the alumni of the Jefferson Medical College.

Although the exhibition suffers from the absence of this towering

'Plenty of sensuality lurks beneath all the fierce discipline'

canvas, it does include an oil study and a sizeable reproduction of the missing picture. In the rest of the show, Eakins's lifelong preoccupations still manage to emerge with clarity. Early interiors such as *Home Scene* and *Kahin* emphasise the claustrophobia of domestic life. Half-hidden in shadows, the women seem oppressed by their surroundings as

they fan themselves or lean wearily on a piano. Unlike the men in Eakins's outdoor pictures, who focus on hunting or rowing a single scull, they look stifled by inaction.

Eakins's sister Margaret appears particularly melancholy, portrayed without a hint of flattery as she gazes resignedly at her brother. Both of them must have been profoundly affected by the death of their mentally disturbed mother in 1872. The tragedy doubtless sharpened Eakins's awareness of mortality.

After a while, Eakins himself comes to seem as inhibited as the women he portrays. We notice how seldom he carries over the bravura of his oil sketches to his most spontaneous impulses led him to insist on control. Diagrammatic drawings show how fanatically he prepared the final compositions.

The only female nude to appear in a finished painting is a model posing in a studio, protected by a chaperone. Although Eakins lost his teaching

post after removing the loin cloth from a male model in a class that included females, he shied away from nakedness in his own canvases.

But there is plenty of sensuality lurking beneath all the fierce discipline. Hence the outstanding eloquence of his female portraits, where intimations of frustration and mortality are fused with a reined-in eroticism. The combination is clear, not so much in the painful portrait of his curiously dejected wife with a sinner dog, but in the marvellous half-length of Maud Cook.

The full-lipped woman is portrayed with lyrical ardency, and yet she turns away from the artist to brood with a repressed expression on unfulfilled longings. Even if *The Gross Clinic* has not crossed the Atlantic for this long-overdue survey, portraits of such stature prove that, in American 19th-century art at least, Eakins has no peer.

● Thomas Eakins, sponsored by British Airways, at the National Portrait Gallery (071-326 0055), Mon-Fri 10am-5pm, Sat 10am-6pm, Sun 2-6pm, until January 23

RADIO

All the better for being bad

Tirso de Molina was the early 17th-century Spanish dramatist who introduced Don Juan to the world. The moral of the play in which the great sinner first appeared was that Don Juan could not expect mercy from God just by repenting at the point of death. However, Tirso de Molina wrote another play teaching the opposite lesson — namely, that faith is more important than deeds for salvation. Radio 3 gave us that play — uncompromisingly called *Damned for Despair* — on Sunday night, in a production by Kate Rowland originally staged at London's Gate Theatre.

Preach at its audience though it did, in good Counter-Reformation style, it was nevertheless a powerful and dramatic work. Paulo, a young man who has lived for ten years as a hermit on a bleak mountainside, suddenly has fears that he will not be saved. Then the devil comes to him in the form of an angel, to give him "a baited answer to his faithless question". He tells Paulo to go to the Gate of the Sea at Naples, and look for a man called Enrico — for the fate of Enrico's soul will also be that of his own. Paulo's servant Pedrisco, a fine Sancho Panza character, rejoices in the prospect of a plate of fried prawns after eating twigs for ten years. But what will Paulo find?

At his first encounter with Enrico, Paulo is appalled to see him throw a beggar callously into the sea. Enrico is a murderer, rapist, thief — a coarse Don Juan. Now the harsh ironies rapidly start building up. Paulo is convinced that Enrico is damned — so he must be too. Having God now, he becomes a hardist himself. But one guesses the devil's plot: Enrico, loving only his old father, but successfully exhorting him to beg for God's mercy, goes to heaven; Paulo, still unconvinced, dies at the hands of some angry

peasants and is presumed to have gone to hell.

Hell fire seemed to come licking out of the radio set in these last scenes, which were brilliantly done. Timothy Walker gave a haunting performance as Paulo, and Mark Sproston a merry one as Pedrisco. Lawrence Boswell's lightly modernised translation worked well. But God did seem very cruel.

Two modern sinners appeared in Simon Gray's new play *With a Nod and a Bow* (Radio 3, Saturday). These were the spy George Blake, and Sean Bourke, the convict who in 1956 sprang him from Wormwood Scrubs and smuggled him to Moscow.

This was an ideal radio play, consisting of Blake (Jack Shepherd) talking back to the voice of Bourke (Bill Nighy) on a tape-recorder. Bourke, who has tried to make a record of his life on the tape, reveals his pathetic pride at having done just one thing successfully —

organise the escape. But he receives no thanks in the sneering Blake's interjections, any more than he did when he was living in Blake's Moscow flat.

How did Blake get the tape? He stole it before Bourke went back to England. But why has he got it, and why is he continually playing it? It emerges very deftly and delicately that the fastidious Blake needed the man whom he reviled as being so coarse and disgusting — and that he stole the tape because he hated Bourke for leaving him.

KGB revelations this summer suggested that the real Bourke was given brain-damaging drugs before he left Moscow so that he should not reveal any secrets. He died, still trying to write a book, in 1962. Simon Gray implies that it was really Blake who destroyed him. The spy is apparently still alive in Moscow. I wonder what he would say to Gray's subtle allegation?

DERWENT MAY

CONCERTS: New music in London and Birmingham; and violin thrills

Models in a muddle

LS/Atherton
Barbican

THE most predictable thing about this concert was that it would be poorly attended. Stravinsky, unless it is *The Rite of Spring*, is still no huge box-office attraction. The complete *Pulcinella*, songs and all, has been gaining currency. But on its own, or even with the additional lure of the ode Stravinsky composed in 1943 to a commission by Koussevitzky in memory of the conductor's wife, it is still not enough to lure an audience.

Something contemporary by someone comparatively well-known might have helped. But the contemporary composer in this case was a suspiciously respectable-looking young Dutchman (born 1959) called Theo Verbey, who provided a piece which went by the name of *Triade*.

The point of this London Sinfonietta series, called "Models of Invention", is that it examines music composed on older models. In the case of *Triade*, that meant taking the phrasing and structure of Mozart's "Prague" Symphony and giving it new melodies and harmonies. This seems a lazy way of making something new from something old. The impression was of a lacklustre inventiveness, a tame neo-classical exercise. Please can someone resurrect the Sinfonietta's quality control?

The conductor David Atherton did his best for the work, but clearly both the Ode, a touching, three-movement piece of contrasting elegance and eloquence, and *Pulcinella*, which once more demonstrated that all the music which normally goes unheard is in fact indispensable, provided more substance for him and his charges to get their teeth into. Carolyn Wilkinson, Philip Langridge and David Wilson-Johnson sang with due character in *Pulcinella*.

STEPHEN PETTITT

The magic of Mutter

LSO/Tilson Thomas
Barbican

THE queue for returns wound round the Barbican foyer for the LSO's concert on Sunday night. And no wonder: the soloist in Sibelius's Violin Concerto was Anne-Sophie Mutter, who turned in another of those incandescent, unforgettable performances that no student of the violin — indeed, no one who appreciates music-making at the highest level — would want to have missed.

Mutter's arresting opening statement was an apt harbinger of what was to come. Starting from a remote, glassy thread of sound, she opened it out, over the course of a dozen or so bars, into the gloriously full-throated tone one associates with her.

It was an electrifying transformation, but even more remarkably Mutter was able to sustain a similar blazing intensity throughout the movement: this was big-hearted playing that generated a comparable breadth and richness of tone. From the podium, LIKE policemen, conductors seem to be getting younger. Actually, that is wrong. Policemen seem to be getting younger, but conductors really are. On Sunday night, to celebrate the launch of his new season and his recent Prudential Award, the Birmingham Contemporary Music Group trusted a major concert to 17-year-old Daniel Harding, a protégé of Simon Rattle.

Young conductors could do a lot worse than to find their feet in a repertoire of new music. We can be fairly sure that, armed with a healthy dose of life's experiences, Harding will in future years stir souls with his passionate and insightful readings of the Strauss symphonic poems and suchlike. But for the time being he showed himself to be technically well equipped for this varied programme, given before an audience of no great numbers but of an enthusiasm that Londoners have good cause to envy. Harding might look a mere gentle slip of a thing, but he oozes confidence and competence on the podium. He obviously knows his scores too.

um, meanwhile, Michael Tilson Thomas was creating something equally dramatic. One was less aware than usual of an elemental structural taking shape: instead there were frequent surges of dynamic activity that spoke of something altogether more urgent. That continued in the Adagio second movement, where Tilson Thomas again went for the drama of big orchestral outbursts — undeniably exciting — rather than steadily growing climaxes.

Histrionic it might have been, but it scarcely betrayed the spirit of Mutter's playing. In the Adagio, an almost Elgarian nobilmente passion was projected with an outsize vibrato, while the bravura of the finale was simply dazzling. A performance worth queuing all right for.

The preceding one, of De-

In young hands

BCMG/Harding
Adrian Boulton Hall
Birmingham

Not everything he conducted was musically very captivating. Michael Torke's *Yellow Pages* began proceedings jauntily enough, but this variety of extrovert, repetitive gloss never did much for me: tricky to keep together, though. Then there was Jonathan Lloyd's Symphony No 5, a BCMG commission from 1990. This piece, a chamber work (despite its generic title) that endlessly shifts towards and away from a consensus, is dominated to the point of irritation by a four-note motif. Harding did not quite build the necessary energy that one sensed should have been dissipated at the last, though both here and later, with a rather

bussy's *Prélude à l'après-midi d'un faune*, was certainly not as dramatic, but it did reflect the Tilson Thomas priorities in the warmth of its colouring — the horns imparting a splendid bloom to the first orchestral entry — and the sweep of its rubato.

Bartók's Concerto for Orchestra could have been written for the LSO and this conductor. The individual and ensemble skills demanded especially in the second movement ("Game of pairs") could hardly have been displayed more convincingly, while the panache of the *moto perpetuo* finale took the breath away.

The outpouring of emotion in the elegiac third movement, described by the composer as "a lugubrious death-song", had a strong whiff of rhetoric. But if there is more than a hint of showmanship in Tilson Thomas's conducting of this work, it is an element by no means alien to it.

BARRY MILLINGTON

extravagantly characterful Linda Hirst in Berio's *Folk Songs*, he was intelligently concerned with creating and maintaining impetus.

Without Harding's direction, but again with Hirst, the group gave two other pieces. Helmut Lachenmann's *temA* of 1968 is an exercise in vocal technique and wordless expression à la Ligeti. Hirst liked it — she made that clear in her introduction — and the audience found it mildly funny. But the piece now seems very much of its time, rather indulgent even in its austerity.

Elena Firsova's *Distance*, a setting for mezzo-soprano, clarinet and string quartet of a poem by Marina Tsvetayeva addressed to Boris Pasternak in 1925 and another BCMG commission first performed earlier this year, spoke with far more eloquence because it concerned itself with message, not method. How pained the evocation of the loneliness caused by enforced separation; how economical its expression and how poignant its final disintegration.

STEPHEN PETTITT

Fame strikes out of the blue

Have roots, will travel: John Hammond is on tour in Britain



John Hammond with steel-bodied guitar and harmonica

THE Mississippi pianist Mose Allison transformed that bad old insult "middle-class white boy" into a self-mocking badge of pride by appropriating it as an album title. As a blues guitarist and singer, John Hammond has established his roots credentials through his uncompromising pursuit of the spirit of traditional blues music, performing with a rare degree of commitment and authenticity.

Hammond has been working away at this unfashionable seam for more than 30 years. Like that absurdly neglected conservationist Taj Mahal — another devotee of the bluesman Robert Johnson — Hammond does much more than reproduce slavish facsimiles of the Delta classics. With his two most recent albums, on Virgin's Pointblank label, he is finally achieving a measure of commercial success. Steel-bodied guitar and harmonica at hand, he has just embarked on a series of solo concerts.

In a sense it is only natural that Hammond should have chosen this career. His father was, after all, one of the central figures in American popular music. As a talent-spotter, impresario and record producer, John Hammond Sr. nurtured the careers of untold jazz, blues and rock musicians, from Billie Holiday to Bob Dylan, Benny Goodman to Aretha Franklin and Bruce Springsteen.

Yet the family name has probably been more of a hindrance than an advantage to Hammond Junior, with mutterings of nepotism often to be heard in the background. The irony, as Hammond points out, is that his father, who died six years ago, exerted little direct influence on his development.

"My parents separated

when I was a child, and I was raised by my mother. I went to a very mixed school in Greenwich Village and my teacher, a black woman called Charity Bailey, encouraged us to take an interest in blues singers. Later when I was about 15 I came across an album called *The Country Blues* — that was when I first heard Robert Johnson. After that I wanted to hear everything I could find."

Hammond, 50, began playing guitar while at art school. "As soon as I realised I could

play I didn't want to do anything else." He was 18 years old. By the time he was 19 he was working as a musician, playing solo and imitating the styles of the players he had heard on records.

Touring on the club circuit, he gained invaluable access to the veterans who were then being rediscovered by a young audience. "I did a lot of shows with Muddy Waters — he gave me plenty of advice. Howlin' Wolf and Big Joe Williams were important influences as

well. And I did shows with John Lee Hooker very early on, when he was playing solo with acoustic guitar."

Hammond worked steadily, but his experiences at the hands of the record companies were not always satisfactory. A brief spell with Columbia in the early Seventies promised much but ultimately proved unfulfilling, and Hammond subsequently returned to independent labels. By the late Eighties, however, he was frustrated with making discs which were given the minimum of promotion.

Signing to Pointblank has revitalised his career. The Grammy-nominated album *Got Love If You Want It* found him playing electric as well as acoustic guitar and performing unaccompanied and in group settings (the songs included one written for the occasion by Tom Waits). The new set *Trouble No More* (VPBCD-15) — produced, as before, by JJ Cale — is no less compelling, containing a cover version of Mose Allison's "Wild Man On The Loose", and a stirring collaboration with the unsung pianist Charles Brown on the R'n'B hits "Trouble Blues" and "Fool's Paradise". Brown played a magnificent season at Ronnie Scott's in Birmingham this summer. Perhaps some public-spirited promoter could arrange a live re-match with Hammond. And soon.

CLIVE DAVIS

● John Hammond is at the Oxford Playhouse (0865 798600) on Friday, at the Gardner Centre, Brighton (023 635861) on Saturday, and at the Royal Northern College of Music, Manchester (061-236 4504) on Sunday. Then on tour coming to the Queen Elizabeth Hall (071-928 8800) in London on October 29

HARRY SECOMBE
PICKWICK
RED FORT

TO ADVERTISE
CALL: 071 481 9994

LA CRÈME DE LA CRÈME

FAX:
071 782 7828

ADMINISTRATOR/PERSONAL ASSISTANT
c.£16,000 p.a.

Our Director of Research is responsible for projects undertaken by academics and consultants to be developed as published books and papers. She now requires a personal assistant with an interest in financial management to provide administrative and secretarial support. The work will include the management of selected projects and committee administration, together with usual secretarial duties.

Applicants must be educated to degree level, have excellent word-processing skills (min 50 wpm) and minute-writing experience, shorthand desirable but not essential.

Please write with CV to: Personnel Manager, The Chartered Institute of Management Accountants, 63 Portland Place, London, W1N 4AB.

Tel: 071 637 2311.
Closing date: 29 October.
(Strictly no agencies)

SECRETARY
Super (well spoken) Secretary required for busy Knightsbridge office. Must be experienced word processor user and able to organise us.

Applicants with full CV to:
Financial Controller,
Chatsworth House, 227 Brompton Road,
London SW2 2EP. Fax: 071-851-3653.

THEATRICAL AGENCY
Small but well established, requires young office administrator (N/S) £10,000 per annum. Able to cope with client management. A demanding but enjoyable role.

Send CV to John Cook, Stellaris Management, 124 Vauxhall Bridge Road, SW1V 2SD.

EXEC/PA
Cosmetics House

£20,000 + bonus/PA in Finance Director, 1000+ W/21.5. Excellent opportunity for a young person to gain experience in a fast growing company. Salary £17,000-20,000. Full training provided. Tel: 071-499 1880. CARRERA ALTERNATIVES LTD

BANKING & LEGAL LA CRÈME

LEGAL SEC. We have several vacancies for experienced legal secretaries. Salary £17,000-20,000. Full training provided. Tel: 071-499 1880. CARRERA ALTERNATIVES LTD

PROFILES
EXPERIENCED SALES, PA, ORGANISATIONAL SUPPORT

Excellent skills in sales, business, office administration, and organisational support. Salary £17,000-20,000. Full training provided. Tel: 071-499 1880. CARRERA ALTERNATIVES LTD

COLLEGE TO CAREER

CHESAIRE Recruitment/Recruitment Consultants. We have several vacancies for experienced legal secretaries. Salary £17,000-20,000. Full training provided. Tel: 071-499 1880. CARRERA ALTERNATIVES LTD

MULTILINGUAL OPPORTUNITIES

FLUENT in English/French/Italian. £20,000 + bonus/PA in Finance Director, 1000+ W/21.5. Excellent opportunity for a young person to gain experience in a fast growing company. Salary £17,000-20,000. Full training provided. Tel: 071-499 1880. CARRERA ALTERNATIVES LTD

MULTILINGUAL OPPORTUNITIES

FLUENT in English/French/Italian. £20,000 + bonus/PA in Finance Director, 1000+ W/21.5. Excellent opportunity for a young person to gain experience in a fast growing company. Salary £17,000-20,000. Full training provided. Tel: 071-499 1880. CARRERA ALTERNATIVES LTD

MULTILINGUAL OPPORTUNITIES

FLUENT in English/French/Italian. £20,000 + bonus/PA in Finance Director, 1000+ W/21.5. Excellent opportunity for a young person to gain experience in a fast growing company. Salary £17,000-20,000. Full training provided. Tel: 071-499 1880. CARRERA ALTERNATIVES LTD

MULTILINGUAL OPPORTUNITIES

FLUENT in English/French/Italian. £20,000 + bonus/PA in Finance Director, 1000+ W/21.5. Excellent opportunity for a young person to gain experience in a fast growing company. Salary £17,000-20,000. Full training provided. Tel: 071-499 1880. CARRERA ALTERNATIVES LTD

MULTILINGUAL OPPORTUNITIES

FLUENT in English/French/Italian. £20,000 + bonus/PA in Finance Director, 1000+ W/21.5. Excellent opportunity for a young person to gain experience in a fast growing company. Salary £17,000-20,000. Full training provided. Tel: 071-499 1880. CARRERA ALTERNATIVES LTD

EXPERIENCED PRIVATE SECRETARY-HAMPSHIRE

To take full responsibility for the busy domestic and business life of owners of home open to the public. Successful applicant will possess exceptional organisational skills and a proven ability to operate at this level. Excellent salary and conditions offered. Accommodation available.

Apply in writing only with full CV to the General Manager, Broadlands, Romsey, Hampshire SO51 9ZD.

P.A./ADMINISTRATOR SALARY AAE

Join the European team of an international interactive Entertainment Company. We are based in central London, and are looking for an experienced PA with very good W.P. skills and speech, and preferably some knowledge of basic book-keeping. Candidates must be highly motivated with a lot of initiative, capable of prioritising your work well, and willing to accept new challenges.

Please send your CV with a handwritten covering letter to: Adhela, Dept. P.O. Box 1963, London, W11 4EX

INTERNATIONAL BANKING SEC
£22,000 + BANKING BENS

Real career opportunity with City Merchant Bank. Provide secretarial + admin support to banking Director & his assistant. Maintain extensive client liaison. Enjoy superb benefits & a high profile challenging role. Shortlist & start W/21.5. £22,000.

Telephone 071 499 8658
ROC RECRUITMENT
45 South Molton Street, W1

SECRETARY Covent Garden

Excellent post with plenty of scope for involvement for a bright, well-organised individual. We offer a busy, stimulating & financially rewarding environment + good benefits. Salary £17,000-20,000.

Tel: 071-499 1880 or write with CV, stating current salary, to: Paul & Deborah Pedersen, 45 Catherine St, London WC2E. No agencies.

BORED?
£14,000
Age 19-24

Working for this young & stylish famous international company, using your organisation & 'people' skills, we'll guarantee you'll never be bored! Good secretarial skills a must. Call Caroline Wharton on 081-878 8394 AWD Rec Cons.

Crone Corkill Multilingual

One of London's top international investment houses, which has enjoyed steady growth throughout the past 3 years, offers generous banking packages (£22,000) designed to attract high-calibre language speakers in French, Italian, Spanish or Arabic to a very high level, plus excellent keyboard skills and the desire to work hard in a really cosmopolitan environment, please call Sabina Stewart TODAY on 071-434 4512.

LANGUAGE MATTERS

FRENCH EXEC PA £24k package++
Excellent opportunity for a French speaking individual to work in a dynamic environment. Salary £24,000-26,000. Full training provided. Tel: 071-499 1880. CARRERA ALTERNATIVES LTD

RECRUITMENT CONSULTANTS

RECRUITMENT Consultants. We have several vacancies for experienced legal secretaries. Salary £17,000-20,000. Full training provided. Tel: 071-499 1880. CARRERA ALTERNATIVES LTD

PART TIME VACANCIES

RECRUITMENT Consultants. We have several vacancies for experienced legal secretaries. Salary £17,000-20,000. Full training provided. Tel: 071-499 1880. CARRERA ALTERNATIVES LTD

PART TIME SECRETARY/PA

Required for small Part Time office (financial/business admin). Average three days per week - some flexibility required. Must have some experience, be able to work on own initiative and have plenty of common sense. Good W/P/typing experience. Salary negotiable.

Please send CV to: The Executive Director, Smith & Partners (UK) Ltd, 94 Park Lane, London W1T 3TA

RECEPTION SELECTION

RECRUITMENT Consultants. We have several vacancies for experienced legal secretaries. Salary £17,000-20,000. Full training provided. Tel: 071-499 1880. CARRERA ALTERNATIVES LTD

MESSAGE DESK

£16k + bonus/PA in Finance Director, 1000+ W/21.5. Excellent opportunity for a young person to gain experience in a fast growing company. Salary £17,000-20,000. Full training provided. Tel: 071-499 1880. CARRERA ALTERNATIVES LTD

PERSONAL ASSISTANT/SECRETARY SALARY £AAE

Very difficult boss with multiple interests in Law, Property and Household. Requires Personal Assistant to assist him in his hectic life. A good education essential. Must be organised and able to use their own initiative. Some of his interests include: Estimating, varied and complex role providing 100% assistance. Meticulous and/or PR knowledge useful. Hours 10.00 am - 7.00 pm.

Send CV to Andrew Reid, Reid & Miles, 92 Seymour Place, London W1H 5DB (No Agencies).

PA/SECRETARY FOR DESIGN CONSULTANCY
£14,500 neg

If you have excellent organisational skills, plenty of initiative, a good telephone manner, sense of humour, and are willing to work for a team, you could be the ideal candidate to join our busy design consultancy in Camden.

Age 23-27 with minimum 65 wpm W.P. excellent typing, plus a good working knowledge of APPLE MAC/MS Word 4 or 5.

For further details, call Michele Delella on 071-482 2815
THIS IS AN IMMEDIATE VACANCY.

Young Office Assistant/RECEPTIONIST
£12,500 + Excellent Benefits

This is a fantastic opportunity for a young person to work in a very busy office environment. The role involves a variety of tasks including reception, typing, and general office duties. Salary £12,500-14,500. Full training provided. Tel: 071-499 1880. CARRERA ALTERNATIVES LTD

PA/SECRETARY

Small international company located in Wimbledon requires secretary with excellent W.P. skills and a good telephone manner. We are seeking a person who through her own initiative will create for herself an active role in the company. 1 hour-5.15pm. Pleasant working conditions and good salary.

Please telephone 081-946 1608.

RECEPTION SELECTION

RECRUITMENT Consultants. We have several vacancies for experienced legal secretaries. Salary £17,000-20,000. Full training provided. Tel: 071-499 1880. CARRERA ALTERNATIVES LTD

CBA PA/SECRETARY TO GENERAL MANAGER

This key post in a small organisation situated in the West End requires an experienced, professional PA/Secretary who is able to operate confidentially at a senior level. To succeed, you must be able to demonstrate sound word processing experience (Microsoft, Word for Windows and preferably Excel & Sage). As well as excellent interpersonal and organisational skills. (Shorthand an advantage). You will have an absorbing and varied workload and provide a full range of secretarial and administrative services.

The organisation provides information on the social aspects of alcohol consumption to International Drinks Companies who finance the centre.

Salary £16,000 per annum. To apply please send CV (including details of current salary) to:
Susan Wilkie, General Manager, Centre for Information on Beverage Alcohol, 93-95 Gloucester Place, London W1H 3PG.

SECRETARY ADMINISTRATOR

Required for busy trade association in Victoria. The role includes administrative and secretarial duties. Salary £17,000-20,000. Full training provided. Tel: 071-499 1880. CARRERA ALTERNATIVES LTD

RECRUITMENT CONSULTANTS

RECRUITMENT Consultants. We have several vacancies for experienced legal secretaries. Salary £17,000-20,000. Full training provided. Tel: 071-499 1880. CARRERA ALTERNATIVES LTD

PART TIME VACANCIES

RECRUITMENT Consultants. We have several vacancies for experienced legal secretaries. Salary £17,000-20,000. Full training provided. Tel: 071-499 1880. CARRERA ALTERNATIVES LTD

PART TIME SECRETARY/PA

Required for small Part Time office (financial/business admin). Average three days per week - some flexibility required. Must have some experience, be able to work on own initiative and have plenty of common sense. Good W/P/typing experience. Salary negotiable.

Please send CV to: The Executive Director, Smith & Partners (UK) Ltd, 94 Park Lane, London W1T 3TA

RECEPTION SELECTION

RECRUITMENT Consultants. We have several vacancies for experienced legal secretaries. Salary £17,000-20,000. Full training provided. Tel: 071-499 1880. CARRERA ALTERNATIVES LTD

MESSAGE DESK

£16k + bonus/PA in Finance Director, 1000+ W/21.5. Excellent opportunity for a young person to gain experience in a fast growing company. Salary £17,000-20,000. Full training provided. Tel: 071-499 1880. CARRERA ALTERNATIVES LTD

SECRETARY/ADMINISTRATOR PROPERTY FIRM BASED IN MAYFAIR

We are establishing a new post to assist our Financial Controller in the general running of our central office. Applicants will have had experience of administrative/secretarial duties, W/P and shorthand (L.O.T.U.S.), but knowledge of accounting is not essential. They will be generous, personable and able to work as a member of an important and busy team. Salary £15,000.

Write with CV and daytime contact telephone number to:
Head of Administration,
13 Hill Street, London W1X 8DL

PERSONAL ASSISTANT: Salary £20,000+

Help PA required to work for over-ambitious trader in international metal company. Must have top secretarial skills - excellent Word Perfect 5.1/accurate shorthand 100 wpm/typing 80 wpm. Work involves drafting, agreements, contracts, daily correspondence by fax/telex etc. The right person will be looking to expand the role and will have a good opportunity to advance. A warm, humorous & able to solve problems logically and intelligently essential.

Written applications to Gavin Henderson, MBE, 10 Hill Street, Mayfair, London W1X 7TU

Temporary Receptionists

We have established a reputation for providing our clients with excellent temporary receptionists. We are now looking for more candidates to join our team. Experience of working in a front line role, preferably with switchboard and/or typing skills will ensure that you are kept really busy. Please telephone us now on 071 377 9919 City (Tues or Wednesdays) or 071 437 6832 West End (Lix or Naxos). We would like to meet you.

HOBSTONES
RECRUITMENT CONSULTANTS

STUDIO SECRETARY.

Required to work in beautiful Hampstead office of interior design company. W/P, shorthand, and fluent German is a plus. Salary AAE.

CV to: Catherine Frost, EAA, 33 Brookwood Road, London NW3 5AL. Fax: 071 794 6198.

RECEPTION SELECTION

RECRUITMENT Consultants. We have several vacancies for experienced legal secretaries. Salary £17,000-20,000. Full training provided. Tel: 071-499 1880. CARRERA ALTERNATIVES LTD

CBA PA/SECRETARY TO GENERAL MANAGER

This key post in a small organisation situated in the West End requires an experienced, professional PA/Secretary who is able to operate confidentially at a senior level. To succeed, you must be able to demonstrate sound word processing experience (Microsoft, Word for Windows and preferably Excel & Sage). As well as excellent interpersonal and organisational skills. (Shorthand an advantage). You will have an absorbing and varied workload and provide a full range of secretarial and administrative services.

The organisation provides information on the social aspects of alcohol consumption to International Drinks Companies who finance the centre.

Salary £16,000 per annum. To apply please send CV (including details of current salary) to:
Susan Wilkie, General Manager, Centre for Information on Beverage Alcohol, 93-95 Gloucester Place, London W1H 3PG.

SECRETARY ADMINISTRATOR

Required for busy trade association in Victoria. The role includes administrative and secretarial duties. Salary £17,000-20,000. Full training provided. Tel: 071-499 1880. CARRERA ALTERNATIVES LTD

RECRUITMENT CONSULTANTS

RECRUITMENT Consultants. We have several vacancies for experienced legal secretaries. Salary £17,000-20,000. Full training provided. Tel: 071-499 1880. CARRERA ALTERNATIVES LTD

PART TIME VACANCIES

RECRUITMENT Consultants. We have several vacancies for experienced legal secretaries. Salary £17,000-20,000. Full training provided. Tel: 071-499 1880. CARRERA ALTERNATIVES LTD

PART TIME SECRETARY/PA

Required for small Part Time office (financial/business admin). Average three days per week - some flexibility required. Must have some experience, be able to work on own initiative and have plenty of common sense. Good W/P/typing experience. Salary negotiable.

Please send CV to: The Executive Director, Smith & Partners (UK) Ltd, 94 Park Lane, London W1T 3TA

RECEPTION SELECTION

RECRUITMENT Consultants. We have several vacancies for experienced legal secretaries. Salary £17,000-20,000. Full training provided. Tel: 071-499 1880. CARRERA ALTERNATIVES LTD

MESSAGE DESK

£16k + bonus/PA in Finance Director, 1000+ W/21.5. Excellent opportunity for a young person to gain experience in a fast growing company. Salary £17,000-20,000. Full training provided. Tel: 071-499 1880. CARRERA ALTERNATIVES LTD

THE TIMES

We seek an enthusiastic editorial secretary able to work under pressure in a busy newsroom. The principal duties will include general office administration, shorthand, typing, W/P work and dealing with readers' enquiries. The successful applicant should have good communication skills and be able to deputise in the absence of the senior secretary.

Please apply in writing to:
David Hopkinson
Deputy Managing Editor
The Times, 1 Pennington Street
London E1 9XN

CHAIRMAN'S PA - £21,000

Our client is the well-known Chairman of several quoted companies and a non-executive Director of others. He seeks an exceptional Executive Secretary to co-ordinate these many roles from his private office. A meticulous planner with good communication skills will find this appointment offers total involvement, plenty of scope for initiative and great variety. Age 30-38. Skills 100/70

DIRECTOR'S SECRETARIES
0800 833104

MADE TO ORDER COURSES TO MEET YOUR OBJECTIVES

in KEYBOARDING WORD PROCESSING TEELINE SHORTHAND

Full-time and part-time training courses starting throughout the year
25% Tax Relief on all self-funded training
For information on courses offered by St James's Secretarial College
Please Telephone 071 373 3852

OFFICE MANAGER/PA TO MD

Pro-active, highly numerate and computer literate (WordPerfect, Excel, etc.) Excellent communications skills in English and Spanish. Knowledge of Accounting. Good sense of humour. Organised and able to write with CV to: BANVENEZ UK LTD, 100 Tottenham Court Road, London W1P 0LP. Kensington, London W8 4SS.

ADMINISTRATOR £14K + FARES PAID + BENEFITS

Are you the perfect organiser/administrator? Job in London & Tooting area (City) involves liaising with the Managing Director to organise the running of a small business. Liaise with customers, collect money, prepare accounts, etc. Salary £14,000-16,000. Full training provided. Tel: 071-499 1880. CARRERA ALTERNATIVES LTD

COLLEGE TO CAREER

CHESAIRE Recruitment/Recruitment Consultants. We have several vacancies for experienced legal secretaries. Salary £17,000-20,000. Full training provided. Tel: 071-499 1880. CARRERA ALTERNATIVES LTD

MINA CAMPBELL LTD

Junior required for interior Decorating Department Computer Monitor and French to English Translator. Salary £17,000-20,000. Full training provided. Tel: 071-499 1880. CARRERA ALTERNATIVES LTD

CRASH COURSES IN FRENCH

Learn French from the French. 4 week crash courses. 15 hours/week. Full prospectus from: Alliance Française, Dept 101, 1 Dorset Sq, London NW1 6PU. 071-723 7471.

EF International Language Schools

'A' Levels over Europe beckons. French in Nice • German in Munich • Spanish in Spain • Italian in Italy. All kinds of great courses for your Gap Year. Tel: 071-401 3660

LEARN FRENCH CLASSES STARTING SOON (£99 for 15 wks)

Weekly crash courses
Intensive Weekends
Evening classes
Special children's classes
Private tuition available
For a brochure call on: 071-401 3660

LEARN FRENCH CLASSES STARTING SOON (£99 for 15 wks)

Weekly crash courses
Intensive Weekends
Evening classes
Special children's classes
Private tuition available
For a brochure call on: 071-401 3660

LEARN FRENCH CLASSES STARTING SOON (£99 for 15 wks)

Weekly crash courses
Intensive Weekends
Evening classes
Special children's classes
Private tuition available
For a brochure call on: 071-401 3660

Celtic relying on run in Europe to ease cash burden

By RODDY FORSYTH

CELTIC, a club in limbo, will tonight attempt to break free of their state of suspended animation with a Sporting Lisbon in the first leg of their second-round Uefa Cup tie with the side managed by Bobby Robson. The former England manager has expressed pleasure at Celtic's failure to secure the services of the Stoke City manager, Lou Macari, in time to lead them into a fixture which could go a long way towards determining the prosperity or otherwise of the rest of the season.

Celtic are financially constricted and desperately need the crowds attracted by a good run in Europe. If tonight's attendance approaches the revised ceiling of 42,000 set by Uefa last week — and the signs

from yesterday's ticket sales were encouraging, then the club's bank balance will swell significantly.

Yesterday there was no movement in the impasse over signing Macari. Michael Kelly, the Celtic director, said: "We are in a reactive position. We want to talk to Lou. We know Lou wants to talk to us. The Stoke chairman won't let us talk unless we agree to pay £500,000 compensation. We won't agree to that."

"Lou Macari won't walk out on Stoke and we don't want anybody to walk out on a contract. It is therefore up to the Stoke chairman to change his mind or for Lou to make a move."

"Obviously the situation cannot go on like this indefinitely but we are not at the

stage of setting a deadline for it to be resolved."

Celtic may be without a contracted manager but they are not rudderless. Frank Connor, who was assistant to Liam Brady and Joe Jordan, has been in charge of the team for the past two matches, against Dundee and Hibernian, in which Celtic came from a goal down to end with a win and draw respectively.

Connor now has to juggle the side to meet with the Uefa rule that allows only three foreign players. Bonner is a certainty to start and Widzowski must be included in the defensive arrangement because Galloway is injured and McNally has flu.

McAvennie has been ruled out because of injury and Nicholas and Creaney have made up the forward partnership recently, which suggests that the English forward, Andy Payton, will be passed over in favour of Paul Byrne, the young Dubliner signed seven weeks ago who has been introduced to the team to play wide on the right.

John Collins, the Celtic midfielder, praised Connor for lifting the team's spirits yesterday. "There is no use in pretending that the uncertainty doesn't affect the players," Collins said.

"All we can do in this situation is to give our best when we play and Frank has let us know exactly what he expects from us. He is a bit of a joker, though, and he is very quick with the one-liners in the dressing-room, which is something which eases the tension and the nerves."

Connor agreed with Collins' assessment of his contribution, and said: "I have been with this club on and off for a good few years and I know what is needed here and how we do things at Celtic. I am not surprised that the players have done well in difficult situations in the last couple of games because they put in all the hard work on the training ground under Liam and Joe and I think what we are seeing now is that it has begun to pay off."

Celtic have not had Sporting Lisbon watched extensively by the youth coach, Tommy Craig, saw them play at the weekend and the team watched a video of that game last night.

□ Maurice Johnston, the Scotland international forward, yesterday signed for Heart of Midlothian from Everton.

Johnston said: "I was on Everton's wage structure and gave up a year and half's salary to come here. I just want to get back playing first-team football."



Sir John Hall has brought new hope to St James' Park, Newcastle, where he has applied business methods in running the club

Dictator who wins roars of approval

Newcastle United are in the grip of a dictatorship but there is no clamour for democracy. Sir John Hall owns 89 per cent of the shares, is club chairman and makes all the decisions that matter. The consensus is that he holds power wisely — a perfect role model for any benevolent dictator.

"Too much boardroom democracy in football clubs delays decision-making — people can't agree," Hall said. In his absence he has overseen the recruitment of Kevin Keegan as manager, the collection of the first division championship last season and a £50 million-plus transformation of St James' Park.

It provides an impact to impress even a high achiever in the Lady Thatcher mould and it was interesting to hear Sir John describe the former prime minister as "my greatest inspiration". Where he and Lady Thatcher differ is over Europe. Stressing that he sees himself as a "European", Hall hopes to extend this philosophy to football.

He is convinced that within ten years there will be a European midweek league and Sir John's heart is set on Newcastle being part of it.

"In life I've always been ahead of the game," he said. "You have to be to survive. And there will definitely be a European league. We must be in it."

So United are looking for overseas players suited to fighting Newcastle's corner on foreign fields. Keegan has ten, most from Germany, on trial at the moment and an African scout is being selected.

Sir John spends spare evenings at Wynard Hall, his stately home near Teesside, watching football imported via a satellite dish. "I've been particularly impressed by the Turkish game and told Kevin about some players," he said. (Keegan lives on the Wynard estate and sometimes calls in for coffee.)

The manager's first import was the Cypriot Nico Papavasiliou, who cut a dash on the left of midfield before losing his place to Peter Beardsley — and he is expected to be the first of several. Keegan spent the summer scouring Britain for high-class recruits but Beardsley apart, quality proved a rare commodity.

In Hall's book: "There is a shortage of talent in this country. That is why every-one has been chasing the

Louise Taylor calls at St James' Park to see a chairman committed to a European vision

same players this season and why transfer fees are out of proportion." Such overblown prices horrify Hall. "I'm fairly new to football but I've been shocked at the agents, loyalty payments, perks and wages. Things like these alleged bungs are an appalling nonsense. Nothing like that happens at Newcastle."



Keegan: drops in

"Top industry cannot afford to pay its people anything that would disrupt profits. Football should follow suit. Who can truly afford to pay these wages? We'll have to offer top money when we are in Europe but just now I'm not prepared to break our payment structure and Kevin is very much in agreement."

Breaking new ground is more Sir John's scene. "I changed the concept of retailing in this country by building the Metro Centre (the American-style mall which fundamentally altered north east shopping habits) and I'm proud of that. Now I want to break the cycle of decline at Newcastle United."

Bashful he is not, but in Hall's case ego is equalled by achievement. Newcastle may not offer the wages with which Blackburn and Liverpool woo players, but Sir John spent £3 million on the squad in the 18 months after becoming chairman. That was despite an inherited debt of £6.5 million — but Hall is still scheduled to remove Newcastle from the red by 1996.

A miner's son from Ashington, Northumberland, he trained as a colliery surveyor before moving into estate agency and property

development. A life-long Newcastle fan — but not a fanatic — football has dominated his life since February 1992.

Hall's vision of the "new 21st century football" is fast taking shape. Critics are concerned at the upsurge of the club. True it costs £150,000 a head to buy the right to purchase a season ticket for the next 99 years and season car park passes are £500 but United have profited by £4.5 million.

Hall insisted supporters cannot have their cake and eat it. "They must realise there is a price to be paid for success. Good players and European football will cost them as well as us — although provision will be made for the unemployed and handicapped. And I want more women, more families to come to St James'. We want the minority of hooligans eliminated."

In the short term he also requires the removal of any slight demotion worries. "Getting through the next two seasons safely is vital to our long term success. Once we are relegation proof I'll sit down with a gin and tonic, no make that a brown ale, light a cigar and say phew."

Christie's expects record collection for Kennedy

By DAVID POWELL

BY THE time Arsenal come out at Highbury tonight, for their European Cup Winners' Cup tie against Standard Liege, one of their old boys will probably have seen the last of his five winners' medals taken from the fields of Europe. Ray Kennedy's name is on the team sheet at Christie's today.

Kennedy is putting up for transfer, through the auctioneer's sale of football memorabilia in Glasgow, everything he ever won as a player with Arsenal, Liverpool and England. That includes the three European Cup winners' medals, Uefa Cup winner's medal and European Super Cup winner's medal he won with Liverpool, the FA Cup and league "double" set he won as a 19-year-old with Arsenal, the four league championship plaques he won with Liverpool, and his eight caps which cover his 17 appearances for England.

Christie's is optimistic that the collection will fetch in excess of £70,000, more than twice the record for such an auction. The record for one player's collection is the £30,000 taken from the sale of medals and shirts belonging to Bill Foulkes, the centre half in Manchester United's 1968 European Cup win; the sale two years ago of Dixie Dean's medals realised £28,000.

The European Cup medals should fetch £7,000 to £9,000, Christie's says. This compares with the £9,500 paid for Stan Mortensen's 1953 FA Cup winner's medal. Mortensen scored a hat-trick for Liverpool in their 4-3 final win over Bolton Wanderers.

Kennedy, 42, will not be at Highbury tonight. He may

watch the game on television, though it will pain him to do so. It will hurt because, once again, he will see George Graham, his old Arsenal team-mate, and wonder whether he, too, might have been a successful manager.

Kennedy was in his mid-thirties when news came that he was suffering from Parkinson's disease, a disorder of movement that affects the personality, emotions and speech. It is the reason why, now, Kennedy is unable to watch his 12-year-old son, Dale, play for Cranlington Juniors, the north-east club which fostered Andy Sinton and Alan Shearer; and the reason why, now, Kennedy must sell the treasures of his years as one of the game's outstanding forwards.

Kennedy on why it upsets him to watch Arsenal: "It hurts to think you can't be involved in coaching or managing. It's the link with George. If it was a team like Norwich I would not be both-



Kennedy: must sell

ered." He finds it hard to watch Liverpool, Blackburn Rovers and Newcastle United, too, because they are managed by Souness, Dalglish and Keegan. Kennedy shared European triumphs with them all. "Anything associated with any of my old team-mates I tend to not watch."

Kennedy on why he must auction his medals: "It's sad I have to do this, but I have got to survive. I want money to buy a shirt when I want to. I am not keeping anything back, but I'll keep what they can't sell. I am going to invest the money for the future." He is not close to poverty but wants to make sure he never is. A testimonial two years ago between Arsenal and Liverpool helped him to buy the bungalow he lives in just outside Newcastle.

Kennedy on why he cannot watch his son play in midfield for Cranlington: "My health is not good enough. You feel as if you are draining away down the sink. You don't know where your strength is going."

It has been suggested to him that it may have been caused by all those years of heading a ball. Muhammad Ali, another whose sport inflicts blows to the head, is also a sufferer.

Christie's, says its spokesman, Grant MacDougall, is expecting a good gate in Glasgow today.

Late team news just in: Kennedy out — chest infection. The one-time scourge of defences had wanted to be there when the medals were handed out. Just as he was in the good old days, in Rome, at Wembley and for his third European Cup triumph, in Paris only 12 years ago.

Middlesbrough to move

MIDDLESBROUGH are poised to relocate to a new £15 million stadium for the start of the 1995-6 season. The first division club will leave Ayresome Park, its home for 91 years, and move a few miles north to the Riverside Park area of the town (Louise Taylor writes).

On that site, next to the river Tees and owned by the Teesside Development Corporation (TDC), Middlesbrough will build a 30,000-capacity stadium. Alongside it, there are plans for a new training ground — the team at present trains at Kirklington prison near Yarm — a golf driving range, leisure centre and extensive car parking.

Middlesbrough, who are

expected to make a formal announcement regarding the project this week, expect to raise around £1.5 million from the sale of Ayresome Park. The remainder of the money will be raised from the Football Trust and private sector business.

Middlesbrough supporters, who four or five years ago would have resisted such a move on the grounds of tradition, lent the idea almost wholehearted support yesterday. They have seen the ground improvements made at clubs such as Wolverhampton Wanderers, Manchester United, Leeds United and Millwall.

Colin Haverson, chairman of the Middlesbrough sup-

porters' club, said: "It is generally accepted that Ayresome Park has seen its best days and a new ground seems a good idea. It would be a positive step."

Up the road, Sunderland are facing fierce opposition to their plans to move to a £70 million, 40,000-capacity stadium near Washington from the Japanese car manufacturer, Nissan.

Nissan, which has a powerful lobby presence in Whitehall, is concerned that traffic congestion caused by the development will disrupt its business deadlines.

Sunderland have offered Nissan effective control of the football club but it is not interested.

TODAY'S FIXTURES

FOOTBALL
7.30 Unless stated
European Cup
Second round, first leg
Manchester United v Galatasaray (8.05)
Cup Winners' Cup
Second round, first leg
Arsenal v Standard Liege (8.05)
Tottenham v Aberdeen (8.30)
Uefa Cup
Second round, first leg
Celtic v Sporting Lisbon (8.45)
Endcliffe Insurance League
First division
Millwall v Notts County (7.45)
Nottm Forest v Oxford Utd
Sunderland v Luton (7.45)
Autoglass Trophy
First round
Bristol Rovers v Cardiff (8.0)
B and Q Cup
Second round
Meadowbank v Strling
Monkrose v Stranraer
Queen of South v Dunfermline
NORTHERN PREMIER LEAGUE: Premier division: Bishop Auckland v Maltby; Bradford Town v Farsley First division: Congleton v Alton; Great Harwood v Radcliffe Borough; Spennymoor v Gole; Warrington v Lancaster City
DIADORA LEAGUE: League Cup: Preliminary round replay: Oxford City v Luton
ROMA LEAGUE OF WALES CUP: Second round, first leg: Ton Pentre v Alun Uch

PONTINS CENTRAL LEAGUE: First division: Blackburn v Leeds (7.0); Bolton v York (7.0); Newcastle v Wolverhampton (7.0); Second division: Blackpool v Tranmere (7.0); Huddersfield v Oldham; Hull v Port Vale (7.0); Middlesbrough v Mansfield (7.0); Rotherham v Doncaster (7.0); Southampton v Preston (7.0); West Bromwich v Manchester City (7.0)
NEVILLE OVENDEAN COMBINATION: First division: Rochdale v Telford United (7.0); Second division: Bournemouth v Torquay United (7.0); Carlisle City v Hemel Hempstead (7.0); Chesham v Plymouth Argyle; Exeter City v Swansea City (7.0); League Cup: Birmingham City v Yeovil Town (7.0)
JEWSON EASTERN COUNTIES LEAGUE: Premier division: Chelmsford v Woburn; St Albans v Hemel Hempstead; Hitchin, St Albans Town Rangers v Woburn
SOUTHERN LEAGUE: Dr Martens Cup: First round, second leg: Solihull Borough v Nuneaton Borough; First round, first leg: Exeter v Yale; Farnham v Dorchester; Wokingham v Dursley; Weymouth v Newport (8.0)
RUGBY UNION
Tour match
Rugby v South West District (SA) (7.15)
Club match
Swansea v Aberavon (7.0)
RUGBY LEAGUE
Tour match
St Helens v New Zealand XIII (7.30)
BASKETBALL
NATIONAL LEAGUE TROPHY: Chester v Leicester; Wokingham v London Hornets; Hammersmith v Thames Valley; Newcastle v Oldham

OTHER SPORT
BADMINTON: England v China (Millon Keynes)
SNOOKER: Snooker grand prix (Reading); TENNIS: Autoglass Classic (Brighton)
THE TIMES SPORTS SERVICE
RACING
Compendary
Call 0891 500 123
Results
Call 0891 100 123
FOOTBALL
Reports and scores from the European cup competitions
Call 0839 555 562
Endcliffe Insurance League, B & Q Scottish Cup and Autoglass Trophy
Call 0839 555 512
Calls cost 36p per min plus 48p per min at all other times

Dealing with figures?

Make it easier with Microsoft Excel spreadsheets.

Microsoft is a registered trademark of Microsoft Corporation.

مركزنا للأعمال

English champions two matches from £10 million European jackpot

Ferguson sets sights on rich horizon



Ince: rapid strides

BY PETER BALL

A EUROPEAN Cup match is always an event at Old Trafford, and tonight's second-round, first-leg game with Galatasaray, of Turkey, will be no exception. Manchester United go into it knowing that the rewards for victory will be immense, both in footballing and financial terms.

If United win the tie, they will become the first English club to enter the league stage of the competition. The financial return could be staggering, but Alex Ferguson, the Manchester United manager, is just as thrilled by the prospects of matching his team with the best in Europe in the coming months.

"The excitement of this game is in two areas really," Ferguson said yesterday. "There's the challenge of the game itself, which will be like those of 20 years ago against a side whose players will be rolling around in agony at the slightest challenge,

looking to kill time. They will be up to a lot of dodges. It will be an exciting night.

The other area is the incentive and anticipation of playing in the European League — and that challenge is absolutely mouth-watering," he added, his voice revealing his excitement. "It is all I've wanted since I came here — to look forward to playing against sides like AC Milan, Barcelona and Porto."

First, though, United have to overcome the Turks. Turkish sides, whether club or international, have not traditionally been good travellers, and it is tempting to suggest that an early United goal could lead to an avalanche. Things are changing by the Bosphorus, however, and United have found goals are coming less easily at home, particularly against European opposition.

Their 2-1 victory against Kipsit-Honved in the first round was only their second win in the last six European matches at Old Trafford,

and Ferguson, understandably, was eager to damp down great expectations. "I always feel that 2-0 at home is the target. With that lead behind them, I think this team can go anywhere in Europe with a chance of getting through. You can think about scoring five, but that's the stuff of dreams. The immediate target is 2-0."

"That won't be easy. People still think we can just beat these teams without bother; some people still think we are Great Britain, don't they? But Galatasaray beat Eintracht last season, they lost in Rome in the last minute. The Turkish under-21 side beat England this year."

If Ferguson's caution is understandable, it would be a big surprise if United fail to reach the league stage. This could be worth £10 to £12 million, which would help to put them even further beyond the reach of domestic challengers and go some way to making their position in England akin to that which Rangers enjoy north of the border.

And if United are able to test themselves against the likes of AC Milan, they will be able to do so with real hope of success, dangerous a forecast as that seems after a bad week for English football. United are already the outstanding English side for some years, and how much better might they become?

"I think there is still a lot more to come from the team, and from me," Roy Keane said after Saturday's victory over Tottenham. If that is a dispiriting prospect for their Premiership rivals, it is an enthralling one for connoisseurs, with Giggs, Sharpe, Keane and even perhaps Ince all still short of their peak.

After missing Saturday's game Ince trained yesterday, removing Ferguson's most serious doubt, for his influence has been an increasingly important one.

"He has always had all the attributes of a top player," Ferguson said, "but he has developed. He was a runner with the ball when he came,

but now he is a good passer, and he has developed the realisation of his own talents."

"Sometimes players don't believe they are as good as you tell them. For Ince, getting capped by England was the most important thing in his development, everything came together after that, it gave him belief."

"If he has a weakness, it is perhaps that he needs to develop the ability to switch play better. But he is only 25, so he could get better over the next four or five years."

Ince will occupy central midfield with Robson and Ferguson confirmed that Keane will also play, but in a more forward role. Unless the injury to Giggs is more serious than Ferguson revealed, this suggests that this time Ince may be the unlucky victim of the restrictions on non-English players, with Sharpe moving to left back.

Assemacher replaced, page 44
Celtic chase rewards, page 46

All Blacks
pledge to
stage haka
at every
matchBy DAVID HANDS
RUGBY CORRESPONDENT

TRADITION may not be what it once was in rugby union but one will remain during the forthcoming New Zealand tour: the haka, the traditional Maori challenge performed by All Blacks teams going back to the 1905 tour party, will be seen before every game and not just the international fixtures.

Speculation that the haka would be excluded from the non-international matches arose because of criticism from Australia over the last year. But Laurie Mains, the New Zealand coach, confirmed yesterday that in Britain, where crowds respect and enjoy the haka, it will be performed; a meeting of senior All Blacks also favoured its retention through the tour.

The tour opens at Twickenham on Saturday against the London Division, who will confirm their team today. But it is ominous that the Midlands — next Tuesday's opponents for the tour team at Leicester — and London are unsettled by injuries.

The Midlands, beaten 31-3 by the South West at Bath last weekend, must wait to see if Simon Hodgkinson (groin strain), the Moseley and former England full back, and Matthew Dawson (knee injury), the Northampton scrum half, are fit before naming tomorrow their team to play the All Blacks next week. Midlands officials hope that they, together with Martin Johnson, John Wells and Neil Back who missed the divisional match through injury or illness, can train tonight.

The All Blacks, too, will name their XV today but if their training session was any indicator it will be an experienced side led by Sean Fitzpatrick and including six of the forwards who played in the summer internationals. The Otago pair of Stu Forster and Stephen Bachop were paired at half back.

Norman Hadley, who captained Canada against England at Wembley a year ago, will miss Canada's game against Wales in Cardiff on November 10. Hadley, the lock who plays for Wasps, has cracked a tibia and has his leg in a cast.

Welsh harmony, page 43

Test greats
help to
undermine
N Zealand

SIR Richard Hadlee, who took a world-record 431 Test-match wickets for New Zealand, joined with the great Australian fast-bowling partnership of Dennis Lillee and Jeff Thomson to help an Australian Cricket Board Chairman's XI to a six-wicket victory over the New Zealanders on the opening match of their tour in Perth yesterday.

The guest players for the Chairman's XI ripped through the New Zealand top order as the touring team struggled to 189 all out in 47.4 overs. The Chairman's XI reached 192 for four with 6.4 overs to spare. Damien Martyn scored an unbeaten 81 from 98 balls.

Hadlee, Lillee and Thomson, who took 986 Test wickets between them, showed plenty of their old skills. Thomson took two for 13 from four overs, Lillee two for 25 from ten overs — including the wicket of Martin Crowe — and Hadlee one for 18 from nine overs.

The New Zealanders were 91 for eight before the Chairman's XI captain, Geoff Marsh, generously brought on his part-time bowlers.

SCORES: New Zealanders 189 (47.4 overs); B.C. Pootock 68, W. Watson 57 not out; A.C.B. Chairman's XI 192-4 (43.2 overs). D.R. Martyn 81 not out.



Sir Richard Hadlee, the world's leading Test-match wicket-taker, flanked by Thomson, left, and Lillee, before they played together in Perth yesterday

Daly's incentive to be paired with Faldo

By JOHN HOPKINS
GOLF CORRESPONDENT

THE draw for the Toyota World Match Play Championship, which begins at Wentworth tomorrow, has thrown up the fascinating prospect of John Daly meeting Nick Faldo, the top seed and defending champion, in the second round. Daly has to beat Steve Elkington in the first round, which may be easier said than done because Elkington, the Australian Open champion, is ranked eighteenth in the world and Daly nineteenth.

If Daly does so, however, then the match against Faldo throws up all sorts of contrasts. Daly is enviably quick. Faldo can be yawningly slow. Daly smokes and talks. Faldo does not touch nicotine and remains silent. Most of all, Daly will outfit

Faldo by anything from ten to 75 yards. At St Andrews, on the final of the Alfred Dunhill Cup on Sunday, Faldo was as much as 30 yards shorter than Fred Couples from the tee and this was a contributing factor to the American's victory. It will be fascinating to see how Faldo copes with the threat posed by Daly.

Daly's presence is a coup for a competition that otherwise barely lives up to its billing. Of the year's four major championship winners, only Bernhard Langer, the US Masters champion, is present. It is a shame that no place has been found for Couples, the 1992 US Masters champion, who was in such commanding form at St Andrews.

Lee Janzen, the US Open champion, is missing because his wife is about to have their first child. Greg Norman, the Open champion, is

First round (tomorrow)

0830 and 1300: S. Elkington (Aus) v J. Daly (US)
0945 and 1315: D. Frost (SA) v S. Ballesteros (ES)
0900 and 1330: C. Pavin (US) v P. Baker (Eng)
0915 and 1345: C. Montgomerie (Scott) v Y. Mizumaki (Japan)

Second round (Friday)

N. Faldo (Eng) v Elkington or Daly
I. Woosnam (Wales) v Frost or Ballesteros
N. Price (Zim) v Pavin or Baker
B. Langer (Ger) v Montgomerie or Mizumaki

unavailable because he has a prior commitment. Unfortunately, Paul Azinger, the US PGA champion, is also absent. His presence in the field would have been welcome, the more so if a match against Severiano Ballesteros could have been arranged. Sparks fly when these two

compete at matchplay against one another.

Azinger won the US PGA championship in August and declined to commit himself to this event until the Ryder Cup late last month. That was not good enough for Mark McCormack. "We said thank you very much, we can't wait that long," McCormack, the chairman of the advisory committee, said.

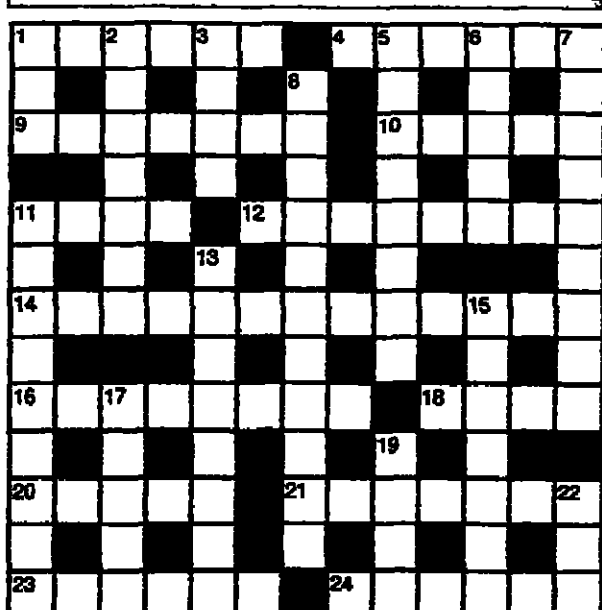
The draw is not fixed but it seems a happy coincidence that Peter Baker plays Corey Pavin in a repeat of their Ryder Cup singles. Baker won that time by playing good golf from tee to green and putting brilliantly. Pavin, who has his reputation as a short-game wizard to maintain, will be keen to re-establish himself. The winner of this match will play Nick Price, who has won five events worldwide this year.

David Frost faces Ballesteros and it will be impossible to write about Ballesteros losing without making jokes about his being frost-bitten, particularly since morning temperatures this week are likely to hover around freezing point.

As a precaution against the frost, the Wentworth club has bought special frost-resistant netting which will be used to cover the first five greens. Ian Woosnam, who is making his eighth appearance in the championship and won it in 1987 and 1990, lies in wait for the winner. Colin Montgomerie will play Yoshinori Mizumaki, the token Japanese, in the remaining match in the first round, the prize being a match against Langer, the second seed.

Golf Commentary, page 44

CONCISE CROSSWORD



ACROSS

- 1 Joking moments (6)
- 4 Native Mexican houses (6)
- 9 Temporary bridge float (7)
- 10 Mean type (5)
- 11 Umbilical (4)
- 12 Special effects actor (5,3)
- 14 Ordinary (13)
- 16 Protector (8)
- 18 Riding boot spike (4)
- 20 Not these (5)
- 21 Sluggish (7)
- 23 Comprise (6)
- 24 General maid (6)

DOWN

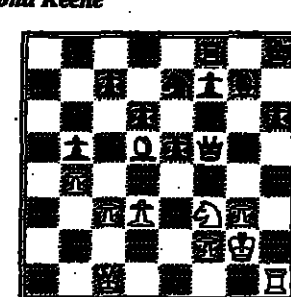
- 1 Cut back (3)
- 2 Throw off balance (7)
- 3 Metal band (4)
- 5 Mental deterioration (8)
- 6 Chest (5)
- 7 Water spray (9)
- 8 Very forceful (11)
- 11 Small marrow (9)
- 13 LSD user (4,4)
- 15 Roman sea god (7)
- 17 Fission bomb (1,4)
- 19 Powder heroin (4)
- 22 Thirsty (3)

SOLUTIONS TO NO 3229

ACROSS: 1 Myopic 4 Cut off 7 Sound bite 9 Hump 10 Each
11 Oil 12 Parson 14 Toller 16 Cleric 18 Arable 20 Ayr
21 Noun 23 Arid 24 Penfriend 25 Semtex 26 Thwart
DOWN: 1 Mishap 2 Prop 3 Cannon 4 Cobalt 5 Tane
6 Father 7 Smarten up 8 Early bird 13 Owl 15 Oar
16 Census 17 Carfax 18 Artist 19 Eldest 22 Next 23 Anew

By Raymond Keene

This position is a variation from the game Kasparov - Short, Times World Championship, game 7. White's forces are all lined up powerfully against the black king-side. How can he finish off?



Solution, page 44
Championship Chess, page 10

By Philip Howard

LIMICOLOUS

- a. Obsessed with kissing
- b. Living in mud or filth
- c. One who speaks in rhyme

DUNTLE

- a. Dent with a glancing blow
- b. Persons between 4 and 5 feet in height
- c. A faux pas

PANTOPOD

- a. A chastity belt for males
- b. One who walks everywhere
- c. A rare form of sea-spider

VIEW

- a. Wood from a yew tree
- b. To grow wings or feathers
- c. A water-diviner

Answers on page 44

CROSSWORD ENTHUSIASTS: The Times Concise Crosswords — Books 1 & 2 £5.25 each, Books 3 & 4 £4.25 each. The Times Jumbo Crosswords — Book 1 £4.99, Book 2 £5.99, Concise Book 1 £5.99, The Times Crosswords — Books 1, 7, 14, 15 & 16 £4.25 each, Books 2 to 13 (jumbos) £4.24 each. The Sunday Times Crosswords — Books 1 to 10 £4.74 each except Books 5, 9 and 11 £4.25 each, Concise Books 1 & 2 £4.25 each. Prices inc p&hp (UK). Cheques to Akzo Ltd, 51 Manor Lane, London SE13 5QW. Return delivery. Tel 081-852 4575 (24 hrs). No credit cards.

